

### **Tibet Riots May Aid** Congress Votes Iran Anti-Change Chinese **Oil Ban**

Lopsided Tallies **Rebuke** Tehran For Gulf Stance

By Tom Kenworthy Washington Past Service WASHINGTON - Both houses For Congress, angered by Iran's mili-tary actions in the Gulf, approved on Tuesday a ban on Iranian im-ports, primarily oil. On a 93-0 vote, the Senate ap-

proved a measure that would im-mediately halt further imports un-less the president determined that the ban would not be in the nationat interest. However, the president could delay the import prohibition

only for six months. The House then approved the embargo, 407-5.

Although there has been a sbarp increase in U.S. imports of Iranian oil in recent months, supporters of the ban conceded that it would be buile more than a symbolic gesture unless other oil-importing nations followed suit.

"What it says to me is, we can assuage our anger, we can make a estiment, but we woo't solve our problems until we make ourselves energy independent," said the speaker of the House, Jim Wright Texas.

Nonetheless, lawmakers said it was vital for the United States to ...do what it could to prevent Iran ...from using the hard currency degived from oil sales to fuel its prolonged war with Iraq and to lay mines that threaten U.S. shipping and naval forces in the Gulf.

tional Airport last week when its captain received an abrupt query from a stern American voice on his The Senate minority leader, Bob Dole of Kansas, said some Reagan radio headset. administration officials were op-"Unidentified aircraft bearing one-one-eight degrees, this is a U.S. warship, Your intentions are unposed.

"If rumors are to be believed, there continues to be oppositioo to this import embargo in some parts of the administration, especially in the State Department," said Mr. ... Dole.

"So it is doubly important that the Congress go on record over-whelmingly in favor of an embargo and present the question to the adistration in a fashion that it exampt be ducked."

Mr. Dole asi week sponsored a Diplomats Say Pact Would Hurt U.S. Bid to Isolate Gadhafi similar ban that was attached to a military authorization bill. But Mr.

See OIL, Page 6

By Nicholas D. Kristof New York Times Service HONG KONG - The biggest port.

beneficiaries of the recent unrest in Tibet may be officials in Beijing who are opposed to the pace of China's liberalization, in the view of political analysts in Hong Kong. The analysts, who included scholars, diplomats and other spe-

Chinese police arrest 60 Ti-betans after the third protest in 10 days in Lhasa. Page 6. early summer.

cialists, say leaders who are cool to the hberalization effort are likely to seize upon the disturbances last strations. week as a major policy failure, for which officials who support the program should be blamed.

ership changes are expected.

new officials had probably already been decided but that some

By Patrick E. Tyler

Washington Pass Service DUBAL, United Arab Emirates

-A Gulf Air jetliner was inhound at 10,000 feet to Sharjah Interna-

By Jim Hoagland

ington Post Service

PARIS - Colonel Moammar

The timing of the disturbances in Tibet, which began Sept. 27 with a small anti-Chinese demonstration and grew more serious last Thursday with clashes that left several communist Party is scheduled to bold its 13th party congress in the last week of October in Beijing. The

Byron S.J. Weng of Chinese Uni-versity in Hong Kong said: "Most likely, the conservatives will say: party's Central Committee will meet before then, and major lead-A diplomat said that the slate of

But Mr. Weng also noted that

changes could still be made if hardliners show they have enough sup-

At the beginning of this year, hard-liners in Beijing exploited an-other kind of disturbance — student demonstrations in several cities - to mount an attack on "bourgeois liberalization" and officials who tolerated it. That campaign toppled the Communist Par-ty leader. Hu Yaobang, but appeared to lose its momentum by

The analysts said the unrest in Tibet would probably not lead to major recriminations or purges, as happened after the student demon-

But they noted that high-level personnel changes were expected soon in China's government and Communist Party and suggested that hard-liners might tryAlo take advantage of the situation to dis-credit officials who have backed liberalization and to seek promotion of members of their own camp.

'Look at what you've done. You are responsible, and this is what your open-door policy has achieved.""

See CHINA, Page 6

A Tibetan man carrying a child wounded by gunfire during protests last week in Lhasa.

### Radio Wars in Gulf: A Bedlam of Banter and Bluster

that the plane was a civilian passenger jet, but the warship went right American voice replied. on with its challenges.

Undeterred, the U.S. Navy ves-

Pakistan Airways flight outbound from Qatar and headed for Kara-Again, the exasperated control- dropping on the conflict between ler replied; "U.S. warship, are you Iran and Iraq.

and frightened merchantmen. Marine radio communications in

With the arrival in the region of ocarly 100 warships from the the world's maritime powers and since the Iraqi missile attack on the U.S.

tine ebatter between ship and shore, plane and tower is oow regu

of tanker captains under attack and larly broken up by chilling verbal of Western navies trying to cope showdowns. with mine threats, speedboat raids To participate in this war by ra-

dio, the only weapoo oeeded is a marine-band VHF set.

In the last week, normal radio conversatioos coocerning sueb mundane matters as ship supplies, requests to enter port and weather reports have been interrupted by

### **Dow Plunges** 91 in Biggest **One-Day Fall**

Compiled by Our Staff From Dispatches NEW YORK - The Dow Jones industrial average recorded its biggest one-day decline in history Tuesday, as prices oo the New York Stock Exchange plummeted Stock Exchange plummeted on fears of higher interest rates and a widely-followed analyst's predicuon that the Dow was due for a

short-term drop. The Dow Jones industrial average plunged 91.55 points to 2,548.63, surpassing the previous one-day loss of 86.61, on Sept. 11, 1986

Analysts pointed out that on a percentage basis, Tuesday's drop was far from the biggest in the

But they said that traders decid-ed to get out of the way and take profits in recent gaining stocks such as computers and chemicals as the decline gathered momentum late in the day.

Losing issues outpaced advancing ones by more than four to one. Alfred Goldman, a market analyst with A.G. Edwards & Sons in St. Louis, said: "What we're baving is a very normal pullback and profit-taking in a bull market that has been showing signs of age.

"But the market is not in need of a resuscitator."

Several traders and analysts said a trading prediction by Robert R. Prechter Jr., publisher of an invest-ment newsletter. The Elliott Wave Theorist, started the market on a downward course early in the day.

Mr. Prechter, who is regarded by many as the market's leading tech nical analyst and who earlier had made bullish forecasts, said he saw a downward risk of several bundred points on the Dow average, according to some who beard his

Robert Stovall of Stovall/Twenty-First Advisers, said it was reminiscent of a bearish prediction by another technical ana-

yst, Joseph Granville, in January 1981 that sent stocks reeling. Mr. Stovall said that both the came at time when the market was

"structurally fragile." Mr. Stovall said that long-term bond yields higher than 10 percent and stock yields of 2.4 percent to

vield gap, the chairman of the Fed-eral Reserve Board, Alan Greeaspan, has been talking of a slight increase in the discount rate.

William Lefevre of Advest Inc. said the September 1986 decline of 86 points amounted to 4.6 percent. We'd bave to be down 121

points today to bave the same per-centage drop," he said. "I also think the spread between

stock yields and bond yields is taking the zip out of stocks," he said. He noted that the Tuesday's volme of about 175 million shares on

See DOW, Page 12

### Senate Panel Votes 9-5 Against Bork

#### The Associated Press

WASHINGTON - The Senate Judiciary Committee voted 9-5 00 Tuesday to recommend that the full Senate reject the comination of Judge Robert H. Bork to the U.S. Supreme Court

A prominent Southern Demo-crat and a fifth Republican joined

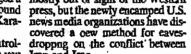
the opposition. Senator Joseph R. Biden Jr., Democrat of Delaware, the committee chairman, said he did not see "any reasonable prospect that Judge Bork will be confirmed." The vote left President Ronald Reagan with the option of carrying the fight to the Senate, where Democrats say they have the votes to kill the nomination, or withdrawing the appointment, possibly at Judge Bork's request.

Mr. Reagan insisted at the White

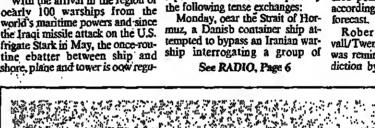
clear. Please identify yourself and state your intentions." A British-accented air traffic going to be doing this for the rest of They have tuned in with radio scanners, listening in for the cries controller broke in to announce the day? A Libya-Algeria Alliance Is Reported

to Western interests, according to is known to have rejected the invi-

"That's affirmative, sir," the "Well, then I suggest that you The air traffic controller lost his please get your ship commander to pacence; "U.S. warship, you are contact the U.S. Embassy in the posing a hazard to civilian avia- U.A.E. and sort this one out," the controller said. The Gulf war has taken place bluster. press, but the newly encamped U.S. news media organizations have dis-covered a oew method for eaves-



sel a few minutes later challenged a mostly out of sight of the Western



the Gulf, where war mixes freely with commerce, are drowning in a cacophony of electronic banter and

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### Soviet Proposes **Atom Test Limit**

MOSCOW (UPI) - Viktor P. Karpov, head of the Soviet Foreign Ministry's arms control department, said in an inter-view published Tuesday that Moscow is prepared to limit ilself to four nuclear tests a year. with a yield of one kiloton each, as a step toward a ban on underground nuclear testing.

Mr. Karpov said in the Tass interview that the proposal had been made to the United States, which has not replied. He said a round of talks on a nuclear test ban are to begin before Dec. 1 in Geneva. er Arab countries. But the timing of his planned union with Algeria, and the cau-tious manner in which President



Gone Upshaw, the players' union chief, headed back to the bargaining table in the NFL strike. Page 19.

#### GENERAL NEWS

Mitternad is remaining coy shout second term. Page 2 Salvador rebels and President José Napoleón Duarte agree on a conse-fire panet. Page 5. Tanul guardias ki' . eight captured Sri Lankan soldiers and three government officials in northern Sri Lanka. Page 7. BUSINESS/FINANCE

E Japanese automakers are making an assault on the U.S. luciury car market. Page 11.

Dow close: DOWN 91.55 The dollar in New York: DM £ Yes FF 1833 14335 146.79 6.9995

e Lioyan icao succeeded in forging a political alli- French officials in Paris last week on the Algerian-Libyan rapproche-ment. He was reportedly concerned ance with Algeria that significantly sets back the U.S. campaign to iso-late the Arab leader, diplomatic with its impact not only on Tunisia sources said Tuesday. but also on Chad, where Libya continues to confront the French-sup-The alliance takes the form of a

ported army of President Hissène Habré. political union that is to be aunounced Nov. 1. Western and Arab Washington and Paris have con-sidered a previously undisclosed commitment by Algeria to interdiplomats fear it could represent a dramatic shift in the regional bal-ance of power in North Africa, vene in Tunisia to protect President Habib Bourguiba, 84, or his succes-sor against a Libyan invasion or where Algeria has acted as a rostraining force on Colonel Gadha-

diplomatic sources.

Vice President George Bush is

fi's efforts to destabilize Tunisia. major subversion campaign as a The colonel has struck union vital element of stability in North agreements with Egypt, Morocco, Syria and Tunisia, which have Africa.

Colonel Bendjedid is reported to quickly come undone or never some have conveyed an oral commitment into effect, over the past decade. The Libyan leader's crratic behavto Mr. Bourguiba to provide such ior and failure to deliver on eco- protection within the past four years. Any visible weakening of that pledge by the union with Libya nomic promises have usually been key factors in the repeated failure of his efforts to enlarge his political could help undermine Tunisia's albase through agreements with oth- ready shaky government.

The political agreement was ne-gotiated secretly by Colonel Gad-hafi and Colonel Bendjedid this summer, according to Arab and

Chadli Bendjedid of Algeria under-Western sources. Its text, which takes foreign commitments, have covers about 20 pages, was commu-persuaded some U.S. and French nicated to other North African policy makers that the agreement countries last month along with in-has to be taken as a potential threat vitations to join the union. Tunisia

speech he delivered Sept. 1, the anniversary of the 1969 coup in which he seized power. He had pushed to have the accord unveiled then, but Algeria insisted that it not be made public before Nov. 1, its national holiday.

Colonel Gadhafi made allusions

The agreement specifically reserves national sovereignty on for-eign affairs and defense matters to each government and rules out a "fusion" of the two governments,

according to sources familiar with details of the accord. It establishes five levels of unified political institutions, beaded by a presidential council composed of Colonel Gadhafi and Colonel Bendiedid, who would rotate as senior president. There also would be a 100-member Libyan-Algerian parliament with 50 members from

each nation, and an eight-member executive council of ministers that would report to the presidential council. The practical effect on the governments of the two countries of such an arrangement is unclear,

diplomats say. But these sources foresce imme diate political advantages for Colonel Gadhafi that will be balanced

See GADHAFI, Page 6



U.S.-SQVIET OUTLOOK ON NATO - Off the Aegean coast of Turkey, U.S. and Soviet officers observed NATO military exercises on Tuesday. Meanwhile, in Brussels, NATO planners defended the superpower agreement on nuclear weapons. Page 6.

#### the fight. But his spokesman said that "it's tough" to win now.

Some Democrats were openly urging Mr. Reagan to find a replacement nominee.

What burt Judge Bork's chances even more than the defeat in committee, which was anticipated, was the decision by Senator Howell Heflin, Democrat of Alabama, the lone Southerner on the panel, to announce be would oppose Judge Bork, 60, who sits on the U.S. Court of Appeals for the District of Columbia

White House officials had been hoping to use a "yes" vote from Mr. Heffin, a former Alabama Supreme Court justice, to attract other conservative Southern Democrats to Judge Bork's side.

Mr. Hellin said a seat on the Supreme Court was "too important in risk a person who has cononued in exhibit - and may still exhibit a proclivity for extremism."
 The Judiciary Committee recom-

mended that the full Senate reject the nomination when it comes up for a vote, probably within two weeks

Before the vote, Mr. Reagan re-jected all talk of giving up. "There's

See BORK, Page 4

### **U.S. Issues a Firm Guide on Fighting Cholesterol**

### By Philip M. Boffey New York Times Service

WASHINGTON - The U.S. government and more than 20 health organizations have issued the first detailed guidelines for identifying and treating people whose blood cholesterol levels are high enough to require medical care. The guidelines, released Monday, are aimed primarily

at physicians, who would have to supervise treatment. They could affect more than a quarter of the adults in the United States, or more than 40 million Americans. Almost ball of these people are not under treatment, federal officials said.

The guidelines urge that all Americans, starting at age 20, have their cholesterol levels tested as part of a general medical examination. Those whose levels are high, gener-ally over 240 milligrams a deciliter of blood, would be be put on strict diets and, if necessary, drugs they might have to take all their lives.

The guidelines were issued after years of debate over the role of cholesterol in clogging arteries and causing heart attacks or strokes. They are consistent with previous cholesterol recommendations issued by panels of experts and health organizations. But they go far beyond previous suggestions in proposing specific steps for testing and treating people.

For the first time, the federal government has spelled out exactly how people with high cholesterol levels should be treated. The treatments start with a cholesterol-lowering diet for three months, followed, if necessary, by a more stringent diet for three months. If these measures fail, the guidelines recommend "first choice" drugs, followed by

other drugs or combinations of drugs. A drug called lovastatin, which was hailed as a major advance when it received government approval for clinical use last month, was placed among the second-choice drugs because its long-term safety has oot been established.

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Health officials described the guidelines as an attempt to flesh out previous suggestions with more specific recommendations, telling doctors and their patients exactly what actions should be taken.

The guidelines signal the beginning of a nationwide campaign designed to enlist primary care physicians, cardiologists and the public in the effort to reduce blood cholesterol to safer levels. A similar campaign was begun in the 1970s to reduce high blood pressure.

"Medical practice is going to undergo a major change on the basis of this report," predicted Dr. DeWitt S. Goodman, professor of medicine at Columbia University's College of Physicians and Surgeons, who was chairman of the panel that prepared the recommendations.

The panel was convened by the National Cholesterol Education Program, a cooperative effort sponsored by the National Heart, Lung and Blood Institute, a federal agency, in cooperation with 23 major medical associations and health organizations, including the American Medical Association, the American Heart Association and the American College of Cardiology.

Many of the organizations announced plans to educate doctors and patients about the guidelines.

Some critics charged that the government was pushing too fast to lower cholesterol levels on the basis of studies that appeared to be flawed or inconclusive. Dr. Eliot Corday, a cardiologist and clinical professor of medicine at the University of California at Los Angeles, complained in a telephone interview that the National Heart. Lung and Blood Institute had "stampeded the country into a hysterical situation."

Some critics have warned that diets designed to lower cholesterol could deprive some people, particularly adolescents, of needed fats, and others have argued that cholesterol reduction is of minor importance in preventing

heart attacks compared with giving up smoking or lowering blood pressure. The recommended "Step 1 diet" calls for reducing total

less than 10 percent of calories and cholesterol to less than 300 milligrams a day. The diet is generally consistent with previous recommendations of the American Heart Association for the general public.

The guidelines recommend intense medical supervision only for those whose total cholesterol levels are high, at 240 or above, or those in the "borderline" category who have definite coronary disease or other risk factors, such as smoking or obesity. Such high-risk individuals are urged to undergo a test

called lipoprotein analysis to determine the level of their blood cholesterol that is carried by low-density lipoproteins. Such LDL-cholesterol has been cited as the chief factor in causing fatty deposits to accumulate on artery

Levels of LDL-cholesterol below 130 milligrams a deciliter are considered "desirable." Those from 130 to 159 are deemed borderline, and those 160 or above are considered

The recommended treatment for high-risk individuals starts with the Step 1 diet, under medical supervision, with blood cholesterol levels remeasured at four to six weeks and at three months. The diet also seeks to reduce calories in overweight people.

If the Step 1 diet fails to achieve the desired goals, the patient is to be put on a Step 2 diet, which reduces saturated fat to less than 7 percent of total calories and cholesterol intake to less than 200 milligrams a day. The belp of a registered dietician is recommended.

If six months of dicting fails, the guidelines recommend that drugs be considered in addition to continuation of the diet

### A Trace of Chernobyl Persists in Europe's Food

By Barry James International Herald Tribune

PARIS - Nearly 18 months after the world's worst civilian ouclear disaster, what one European Community official describes as "odd pockets of contamination" keep showing up in Western Europe's food supplies.

Amounts of radiatioo exceeding norms set by the EC are being detected in foods ranging from mushrooms in France and mutton in Britain to reindeer meat in Sweden, fish in Finland and even hazelnuts in Turkey, according to environmentalist groups, some government officials and spokesmen at the 21-nation Council of Europe.

But, responding to ocogovern-mental warnings about mushrooms in France, the official Center for Radiation Protection calls the information "alarmist." A spokes-man said, "There is no health reason caused by radioacovity to justify any restriction on the consumption of mushrooms."

Reports of radioactive mushrooms in France and an official warning about mushrooms in West Germany are the latest signs of

lasting failout from the Chernobyl nuclear accident. According to France's Indepen-

dent Regional Committee for Informatioo about Radioactivity. known as CRII-RAD, many of the wild mushrooms that are a feature of French gastrooomy each autumo are tainted by radioactive cesium-137.

According to CRII-RAD, the degree of radioactivity varies according to the mushroom variety, the locality and the type of soil. It said one specimen of yellow bolerus registered a radioactive level of 2,450 becquerels per kilogram (2.2 pounds) of fresh mushrooms. The European Community allows a maximum of 600 becquerels per kilogram.

One becquerel equais the emission of one gamma ray per second. Because there are 10 kilograms of fresh mushrooms in a kilogram of dry mushrooms, and radioactivity is ool reduced in the drying process, there are 24,500 becquerels in a kilogram of dry yellow bolenus, according to Christian Courbon. an expert at CRII-RAD's head-

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fat to less than 30 percent of calorie intake, saturated fat to

#### INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

### Mitterrand, No Longer the Upstart, Remains Coy on a 2d Term

By Julian Nundy

al Heruld Tribun PARIS - In September 1965, as de Gaulie was holding a news con-ference, François Mitterrand announced that he would run against him in approaching presidential elections.

De Gaulie had been expected to announce his own candidacy during the news conference. Faced by this obvious attempt to upstage him - the news was broken by a ambiguous and maybe skillful journalist who rose to ask a question - de Gaulle left his announcement for an additional two months.

The president was then 75. Mr. Mitterrand, at 48, was a comparatively youthful challenger who, under the slogan "A Young President for a Modern France," was able to force the elections that December into an unexpected second round. on his record.

Now it is Mr. Mitterrand who is the incumbent. Facing an array of younger challengers, the Socialist president has to decide whether be will run for a second seven-year term in elections in April, when he will be 71.

The consensus is that he will and, like de Gaulle, that he will wait until the last minute to announce. A recent poll of 26 public figures showed that 14 believed he would run. Five were convinced that he would oot

There has been no shortage of advice, particularly from those who claim to be the political heirs of de Gauile, that Mr. Mitterrand should oot run because he is too old.

Mr. Mitterrand has said he does not want to run. But be has artfully ieft the door open for a change of heart, stating that exceptional circumstances could persuade him to run again.

Mitterrand has the change of beart such weapons. well prepared.

He has moved from his earlier Department spokesman, described restraint in his criticism of the gov-ernment, a conditioo of the left-right "cohabitation" imposed on "modest modernization program to him by a conservative victory in build a safer, more credible deterentary elections last year, rent." The United States halted and has indulged in a flurry of chemical arms production in 1969.

attacks on the actions of the center-right coalition. "", the presidency into his old age, said ers. the presidency into his old age, said ers. the presidency into his old age, said ers. Strators in the Pacific territory of The result has been an animated that Mr. Mitterrand would be 80 A halt was called to the age issue New Caledonia; rejected remarks period since the summer vacations, when his second term ended. with ministers pouting at snubs by the president as political analysts when the next presidential election sifted through the evidence to deermine the president's line. Ity picked upon by the press to ridi-For Denis Baudouio, Prime cule Mr. Monory's words. termine the president's line.

Minister Jacques Chirac's spokesman, the president's tactic of not Mr. Chirac to show his attachment declaring himself a candidate is "an to youth by posing cross-legged in they believed it ambiguous and maybe skillful jeans and a sweatshirt, complete negative effect. game." He is oot obliged to declare with a Walkman headset, for a until late March, a month before teen-age magazine as he prothe first round of the election. Mr. Baudouin said the decision admiration for the rock star Ma-

has enabled Mr. Mitterrand to re- donna. tain the high ground in opinion Mr. Chirac, 54, then chose a rock polls, consistently around the 55radio station to announce that his percent mark, as attention has fo- government was reducing the valcused on his intentions rather than ue-added tax on records and cassettes, a measure that will cost the Six months before the official state 680 million francs (\$113 mil-

presidential campaign opens, the lion) annually. Its introduction was center-right parties in the govern- astutely set for Jan. 1, after the ment coalition attacked first and Christmas buying spree. chose are as their first theme. Jean-Luc Parodi, a consultant to But the tactic failed, if only bethe French Institute of Public

ause of clumsy bandling. Opinion, a polling organization, Education Minister Revé Mon-said its pollsters had found that cause of clumsy bandling. ory, paying the president the back-handed compliment that he was cent poll had mocked Mr. Chirac's

when his second term ended. In fact, be would be 78 in 1995 public spokesman, Franck Borotra, said at a party meeting that Mr. government's handling of the econwould be due, a fact that was wide- Mitterrand was "losing his memo-

The issue led the normally staid whom reportedly persuaded him to tal to public liberties, and publicly drop his efforts at trendiness, said defended a police officer on his they believed the issue had had a

Mr. Mitterrand, in a broadcast interview, quoted Plutarch as sayclaimed a previously unmentioned ing that age had "never changed a deny that the president is already honeybee into a drone."

The government's overture to youth was followed by cuts in the had arisen that required comment. value-added tax on automobiles and in the income tax for next year. used the pedestal of the presidency to counter his Gaullist rival.

Denis Jeambar, the chief political writer for Le Point, said Mr. Mitterrand was "the man who is left in an unhealthy limbo as most doing the most while giving the of its leaders have said they hope impression of doing the least." for another Mitterrand candidacy, in the last few weeks, the presiwhile two others have declared dent has criticized the use of the themselves candidates.

One, Michel Rocard, a Mitterstrators in the Pacific territory of rand rival, said he would run what-New Caledonia; rejected remarks by Finance Minister Edouard Bal-er, Jean-Pierre Chevenement, said ladur about the previous Socialist he would not run if Mr. Mitterrand did.

omy; attacked the work of a state Several fringe politicians have announced their candidacies. The " commission attributing radio and Aides to Mr. Chirac, some of television frequencies as detrimenfar-right National Front president, Jean-Marie Le Pen, and the Communist candidate, André Lajoinie, staff who is under investigation for both of whom hover around the 10percent mark in polls, are the only his role in the wrongful arrest of three terrotist suspects. ones likely to have any impact. Officials close to Mr. Mitterrand

All scenarios remain essentially meaningless until Mr. Mitterrand campaigning saying that it was "a coincidence" that various issues makes his move. Asked about his likely course of action on television, he talked wist-Although few major candidacies have been announced, the lineup

fully of a time of reflection away But if Mr. Chirac has used gov-that Mr. Mitterrand would be like-from politics. Then, to sustain the emment action to attract the vot-by to face next spring would have er's attention, Mr. Mitterrand has Mr. Chirac and former Prime Min-what my preference would be, but I ister Raymond Barre, of the center-right Union for French Democra- would be."

cy, as his main opponents. His own Socialist Party has been left in an unhealthy limbo as most desire is not to be a candidate. But I shall give no one the advantage of being able to say, in September 1987, what my decision will be in 1988 '

Fiji Colonel Proclaims a Republic

WORLD BRIEFS

SUVA, Fiji (UPI) -- Colonel Sitiveni Rabuka declared Fiji a republic SUVA, Fiji (UPI) -- Colonel Sitiveni Rabuka declared Fiji a republic Wednesday, saying the country would have a new constitution to replace Wednesday, saying the country would have a new constitution to replace the one that took effect when it gained independence from Britan in the one that took effect when it gained independence from Britan in 1970, and he vowed to maintain the political dominance of ethnic Fijians

over the larger Indian population. The declaration over national radio by Colonel Rabuka, who has taken I ne declaration over national ratio by the weeks, came after the failure over the government by coup twice within 19 weeks, came after the failure over the government by coup twice within a lattice and the meraline of talks on Monday in the western city of Lautoka. There, the coalition parties of the deposed prime minister. Timoci Bavadra, refused to accept a short list of "minimum terms" from Colonel Rabuka.

a short list of "minimum terms" from Coloner Rabutz The governor-general, Ratu Sir Penaia Ganilau, Queen Elizabetz representative in Fiji, said after the meeting that he alone "would now decide what steps to take."

### U.S. and Soviet Seeking Site for Talks

U.J. alley SUVICE SUCCESSION Solutions and the second of the second offer to meet in Geneva this work within the framework rejected a second offer to meet in Geneva this week within the framework of the Standing Commitative Commission. The panel is a U.S. Smin

of the Standing Consultative Commission. The panel is a U.S. Soviet

or the standing consultative commission in point is a cos-soviet group that discusses compliance with treaties. But Mr. Weinberger, who had asked twice before that the talks be held in Washington, gave in to General Yazov's implied suggestion that they not meet in either Washington or Moscow. He proposed that they meet in New York City instead. The U.S. and Soviet defense chiefs have never held formal talks.

### Pretoria Says Guerrillas Are Arrested

JOHANNESBURG (Renters) — South Africa said Tuesday third had dealt a severe blow to urban terrorism with the arrest of the arrest command of a guerrilla network suspected of attacks on police and government installations in Cape Province. The law and order minister, Adriaan Vlok, said 11 persons, including a 30-year-old white woman "well-known in academic circles," were de-tained. All were members of the outlawed African National Congressive said. Police said the group included seven black men, two black would and a mixed-race man.

"Five of this group are believed to have received training in Angon, Russia and East Germany." Mr. Vlok said

### Pakistan Reports Capture of 6 Soviets

ISLAMABAD, Pakistan (AFP) — Pakistani authorities detained six Soviet nationals after they landed in the country Saturday in two gunship belicopters on a mission for the KGB, a Foreign Office spokesman and Tuesday.

The spokesman said the six were identified as members of the 2177 Army Unit affiliated with the Guard Brigade of the KGB, the Soviet secret service. He said they were captured after landing their two MiG-24 gunship helicopters in Pakistan on Saturday. The spokesman said two of those detained were pilots, two were co-pilots and two mechanics.

#### Unions in Chile Call National Strike

SANTIAGO (Reuters) - Chilen trade unions planned to hold the first opposition challenge to the military government of President Augusto Pinochet in more than a year with a national protest strike scheduled for Wednesday.

Wednesday. The stoppage, called by the National Workers Command, is intended to press demands for wage increases and to protest the military's monetarist economic policies. Diplomats expect a mutch response from Chilean workers, who can be dismissed for taking part in illegal strikes. The protest has been linked by union leaders to an opposition campaign for free elections in Chile.

### TRAVEL UPDATE

### House Backs Airline Consumer Bill

WASHINGTON (NYT) — The House of Representatives approved a package of consumer-protection measures Mooday for airline passen-gers. The package would require airlines to compensate passengers for lost or delayed baggage, provide more time between connecting flights and notify passengers promptly when flights will be delayed. The airlines would also be required to post on-time performance .records for flights. It was the first important airline measure to be approved by either bouse of Congress since the recent rise in consumer complaints over performance and concerns over safety, much of it the

complaints over performance and concerns over safety, much of it the consequence of deregulation of the industry in 1978.

Similar legislation is pending in a Senate committee, and passage-by the Senate, which is expected, would set the scene for a confrontation with the White House, which is expected to oppose new restrictions on airlines.

**Transportation Strike Disrupts Rome** ROME (AP) — Romans battled buge traffic jams, searched for taxis or simply stayed home Tuesday as a walkout by bus and subway workers brought public transportation to a halt in the Italian capital. The city urged residents oot to drive their cars unless absolutely occessary, fearing a disaster if the 1.6 millioo vehicles registered in the city were used. Unions called the 24-hour strike to press the local transport companies to renew a cootract that provides for pay increases in return for increased productivity. Yugoslav air controllers are on a slowdown strike to protest low wages, the Politika newspaper reported Tuesday. As a result, domestic flights last longer and airplanes use up more fuel, Politika said quoting Yugoslav A one-day walkout by Amtrak maintenance workers over layoffs that disrupted train service in New England and New York ended when a judge issued a back-to-work order Monday. Amtrak is the U.S.-subsi-dized passenger rail service. (AP)

**On Chemical Weapons** WASHINGTON - The United effort to match the magnitude of

superpowers could reach agree- the minds of the Soviet leadership From all the outward signs, Mr. ment this year oo a treaty banning as to the utility of initiating chemical warfare."

He also faulted Moscow for fail-Charles E. Redman, the State ing to disclose sufficient data on chemical stocks, including the location, types of munitions and destruction plans for old weapons. Some officials and observers

have suggested that the United States and the Soviet Union, which have agreed in principle to a treaty abolishing their intermediate-range onclear forces, could also sign a

chemical weapons treaty this year. But Mr. Redman called such speculation unrealistic. There are still many difficult

issues to resolve," he said, His remarks, at the daily department briefing, were intended to counter recent Soviet efforts to

show the West that Moscow wants to destroy chemical weapons. At a news conference Monday, a Soviet general said U.S. plans to produce binary weapons, which

contain two chemical agents that are lethal only when combined, could wreck chances for an international chemical arms agreement.

Max L. Friedersdorf, chief U.S. representative at the Geneva talks on chemical weapons, attended the Moscow news conference but was.

prevented from explaining the U.S. view because only questions, not statements, were allowed. After President Ronald Reagan

took office in 1981, he waged along and ultimately successful battle to win congressional funding for the new generation of binary weapons.

dures.

failing to decide on voting proce-

Mr. M'Bow. Mrs. Halimi said she was quitting in protest at France's begin voting Wednesday on a new chief for the UN Educational, Scidecision to back Mr. Yaqub Khan. entific and Cultural Organization. Mrs. Halimi, a lawyer and femi-Delegates said the daylong pronist activist, was appointed to the cedural maneuvering indicated di-visions that developed after Mr. François Mitternand. Her influ-M'Bow, 66, decided to run for a ence over French policy in the agency has declined since the election of a right-wing government headed by Prime Minister Jacques The board is divided among Mr. M'Bow's mainly African and Arab supporters, Asian and Western

Of Bid to Smuggle Arms Into Poland

. The United States and Britain PARIS — The executive board of UNESCO put off on Tuesday making its choice for the post of director-general, held by Amadou Mahtar MBow of Senegal, after France's representative to

UNESCO, Gisele Halimi, said Tuesday that she was resigning be-

The Associated Press

WARSAW — The chief govern is ment spokesman said Tuesday that the banned Solidarity union movement was responsible for what be called a terrorist shipment into Po-

land of weapons, tear gas, listening devices and printing materials. The spokesman, Jerzy Urban,

said the shipment, along with letters implicating Solidarity members, was in a trailer brought from Sweden and seized by security agents in the Baltic port city of Gdansk on Sept. 30.

"What we have here is not an

plans to produce chemical weapons only a credible deterrent and one and rejected speculatioo that the which will raise serious doubts in

States defended on Tuesday its the Soviet effort," he said, "but

**U.S. Defends Its Plans** 

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Mubarak Marks War Anniversary After Re-election President Hosni Mubarak of Egypt, who on Monday won a second six-year term, standing at attention with top military officials Tuesday to mark the anniversary of the start of the 1973 Middle Eastern war. Mr. Muharak, 59, who was the only candidate in a referendum and had wide support

even among opposition groups, won 97.12 percent of the vote, with turnout put at 88.47 percent, **UNESCO Board Delays** 

Vote for Agency Head

Solidarity Accused



Mr. Redman stressed that during the U.S. moratorium on chemical arms production, the Soviet Union "uodertook a massive buildup" of its chemical weapons stockpile, which some officials estimate ex-ceeds 300,000 tons. He reaffirmed a U.S. commitment to an effective and verifiable chemical weapons ban and said a seventh round of U.S.-Soviet ocgo-tiations is set for December. But, he said: "It's hard to set any artificial deadline and we aren't setting that. What we're looking at is a good treaty and one that re-solves the kind of issues that we've

partisans of his chief rival, Foreign Minister Sahabzada Yaqub Khan

of Pakistan, and a third group that been talking about effectively." wants neither.

Chirac last year. Mrs. Halimi said she could not support the candidate of a govern-ment which she said had repeatedly violated human rights.

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The accusation was made slight-ly more than a week after Vice President George Bush met with leaders of Solidarity in Warsaw, and during a week when the government is to announce major eco-oomic and political changes. Janusz Onyszkiewicz, national

sockernan for the ution, denied Tuesday that Solidarity would have anything to do with importing weapons or tear gas.

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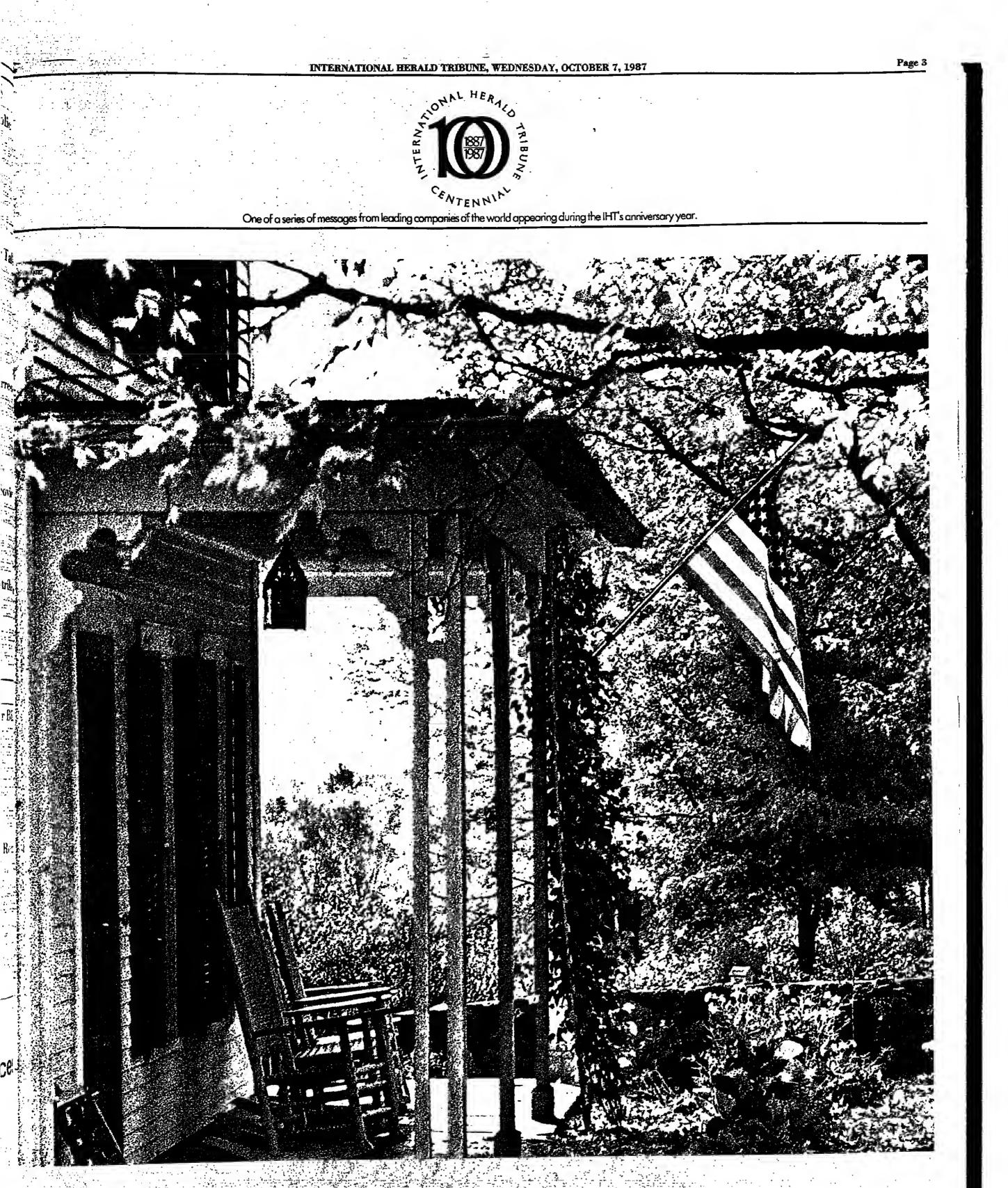
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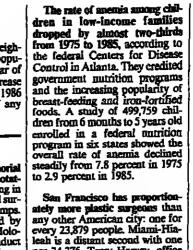
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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

### INTERNATIONAL CLASSIFIED

			LASSI		AMERICA	N IUPICS	dren in low-income families dropped by almost two-thirds	so's Metra system bars smoking on 6 of its 13 routes and segre-
CONGRATULATIONS	REAL ESTATE	REAL ESTATE	EMPLOYMENT	LOW COST FLIGHTS	Population Trends	and some of its distressed neigh- boring farm states. Iowa's popu-	from 1975 to 1985, according to the federal Centers for Disease	gates smokers, often to half of a single car, on the others. New
and BIRTHDAY	FOR SALE MONACO	TO RENT/SHARE	EDUCATIONAL POSITIONS AVAILABLE	ACCESS VOYAGES	Are Back to Normal	lation has declined every year of this decade, and its total decrease	Control in Atlanta. They credited government nutrition programs	York's Long Island Rail Road and Metro-North trains are plan-
MESSAGE CENTER	Principality of Monaco			One Way Round Trip New York F 1150 F2000 Son Françaco F1800 F3600	U.S. population shifts appear to have settled back into the his-	of 2.2 percent from 1980 to 1986 was the most precipitous of any	and the increasing popularity of breast-feeding and iron-fortified	ing similar restrictions. Virtual- ly all other commuter railroads,
HAPPY BIETHDAY CONFUSED 30	MACHECONT VILLA (780 com)	equipter, F4000 + F750: 42 37 35 36 Sth. AVE HOCHE, 2.3 rooms, 85 sq.m., high does, F11,000 charges inducted. Tel: 42 52 24 25.	FOR ITS INTENSIVE RESIDENTIAL courses CLEL in loaking for Autors- either American or English . whose naive tongue is English. Send CV with photo to the following address. Ono- hear de to Valouse . CLEL . BP. 18. 24490 Lo Roche Chalois, France.	Los Angeles F1800 F3600	toric migration to the South and West after being skewed by a de-		foods. A study of 499,759 chil- dren from 6 months to 5 years old	including those serving Balti- more, Boston, Philadelphia and
HAPPY BIRTHDAY CONFUSED 30 year old, Time flies but love is eternol. The Conty Agnostic. ANNOUNCEMENTS	The science of the second seco	Tel: 42 52 24 25 SHORT OR LONG TELM, LEFT BANK no opency fees. Tel: 43 29 38 83.	Nexu de la Valouze - CJEL - BP. 18, 24490 La Roche Chalais, France. DOMESTIC	Addina F1730 F2000 Chicogo F1495 F2890 Marm F1750 F2000 Marm F1450 F2570 Montrad F1400 F2800	cade of economic dislocations, according to Census Bureau fig-	Short Takes	enrolled in a federal untrition program in six states showed the	San Francisco, have banned smoking altogether. "Our longest
-AUTOUNCEMENTS		no agency fues. Teb 43 29 38 83. FURNSRHED FLATS for rent from 3 months 1 year. Exclusive. 4579 29 76		Montreal F1400 F2800 Teroniko F2050 F3150 Calegry F7250 F359	ures. Michigan, which lost nearly	The U.S. Holocaust Memorial		utes," said Robert W. Galligan of
USA <b>DIRECT</b>	For further details, please contact: A.G.E.D.I.	WRITER'S SUNNY FLAT ON SEINE in Manais, Tel. Paris 42 78 75 10.	Ref. Hove, Sumer, UR, 02731 430356	Colgany 17250 F4390 Vancouver 17290 F4390 Jolanta — F4990 Bali — F6990	200,000 people from 1980 to 1985 while the auto industry was re-	Council has published an annotat- ed transcript of a 1981 meeting in	to 2.9 percent in 1985.	the San Francisco-San Jose Cal-
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Colonel Emiliano Templo, depu- ty commander of the 5,000 mean- bers of the unit assigned to detend the city, said the palace deploy- INTERNA BUSINESS OPI Offer to collection agencies <b>REEDEC</b> Saudi Research and Development Co. Yeddah U.S. \$300,000.— enforcable I.C.C. Paris award available	An a subject of unfair criticism. The nation will be ill-served if the Senate rejects this remarkable man," the Senate Republican whip, Alan K. Simpson of Wyoming, said. <b>Ordered to Palace</b> ment was an exercise to test the command's ability to respond to armed threats. But the government television station said the military had uncov- ered a plan by troops involved in the mutiny to strike again and cap- ture President Corazon C. Aquino and other officials during Wednes- day's cabinet meeting. It gave no details and cited no sources. 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And President Reagan is <b>Troops in Manila</b> <i>The Associated Press</i> MANILA — Hundreds of Phil- ippine troops were deployed Tues- day night around the presidential palace, and the government news agency said 14 persons were arrest- ed on suspicion of involvement in the Aug. 28 military mutiny. Colonel Emiliano Templo, depu- ty commander of the 5,000 mem- bers of the unit assigned to detend the city, said the palace deploy- <b>INTERNA BUSINESS OP</b> Offer to collection agencies <b>REEDEC</b> Saudi Research and Development Co. Yeddah U.S. \$300,000.— enforcable I.C.C. Paris award available on either collection or participation basis. <i>Write to:</i> Box 035166	An example of the second secon
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Paris award available on either collection or participation basis. <i>Write to:</i> Box 035166 LH.T. 63 Long Acre, London WC2 9JH	An end of the provide the provided of the source of the senate rejects this remarkable was the subject of undar criticism. The senate rejects this remarkable was the subject of undar criticism. The senate rejects this remarkable was the senate repetition while and the senate rejects this remarkable was an exercise to test the senate rejects to rest the senate a plan by troops involved in the multiany had uncovered a plan by troops involved in the multiany to stude again and cap the provide the sources. The senate reficient carazon C. Aquino adotter officials during Wedness and other officials during Wedness and other officials during the during to stude again and cap the multiany had uncover a plan by troops involved in the multiany to stude again and cap the multiany bad uncover any section stude discretions. 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Tel: MAILABLE SECORT SERVICE 01/ 252 01 74 Gene Constraint of Service 1 259 90 02 * * * * * * GENEVA BEST BCORT SERVICE 01/ 452 01 74 Gene Constraint of Service 1 202 01 40 ZURICH SERVICE 01/ 452 01 74 BORE CUB SERVICE 01/ 452 01 74 BORE CUB SERVICE 01/ 452 01 74 BORE CUB SERVICE 01/ 452 00 71 * ZURICH * CAROLINE BCORT SERVICE 01/ 452 01 74 BORE CUB SERVICE 01/ 452 00 71 * ZURICH * CAROLINE BCORT SERVICE 01/ 452 00 71 * ZURICH * A MAILABLE	Place Your Classified / International of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of will be informed of the cost immunode your of y	Ad Quickly and Easily the HERALD TRIBUNE Aprenentative with your text. 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Perfect 201 30 7151 UNDON BLONDE ECORT SERVICE. Tel: (0.2) 325/20 or 340110. PERANCHET - COMPANION Ecort Service. Tel: 021 325/20 or 340110. PERANCHES, COMPANION Ecort Service. Tel: 01 397 5522. LOS ANGELS, COMPANION Ecort Service. Tel: 01 397 5522. LOS MORE SERVICE TENT ESCORT SERVICE Tel: 01.238978. PERANCHES, COMPANION Ecort Service. Tel: 01 397 5522. DOM JOY ESCORT SERVICE Tel: 01.7232578. MILAN V.I.P. INTERNATIONAL Ecort Service. Tel: 01 397 5522. MILAN V.I.P.	BORK: Senate (Continued from Page 1) no backing off," he said. "I'm going all out." The White House spokesman, Marin Fitzwater, said after the committee made its decision, "We're disappointed, but we're pushing ahead." He added: "It's tough. There's no doubt about it." The committee vote fell roughly along party lines, with Senator Ar- len Specter of Pennsylvania the only Republican to join eight Dem- orrats in recommending rejection of Judge Bork's nomination. 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Hollings of South Carolina — have said they will vote for the judge. Democrats outnumber Republi- cans in the Senate by 54-46. Before its final vote, the judiciary panel voted 9-5 against sending the Network of 205511. HOMMLA PAVILON RUSSE Dresspor, Rain Atnophone with Iodniko Area on of a chines and may in Buropa. ILE JARDIN VIOLET 19. ne Boynet - Ar combinating Removiden 6205511. Dresspor, Rain Atnophone with Iodniko Area formed - Ar combinating Removiden 6205511. ILDMILA PAVILION RUSSE Dresspor, Rain Atnophone with Iodniko Area formed - Ar combinating Removiden 6205511. ILDMILA PAVILION RUSSE Dresspor, Rain Atnophone with Iodniko Area form to chines amounted atter formet fr. Toles 9720007. IE CAMBELLAN New Cross Hore, IL Area form to chines another atter formet fr. Toles 9720. IE MARENT IN the Cross Hore, IL Area form to chines another atter atter I. Soft ford Seniting Removiden of 200511. IE MARENT IN the Cross Hore, IL Area form to chines another atter atter I. Soft ford Seniting The Inste tool Insteined Seniting Startory noon, 16 Bas Atomyon. Tel 4208522. The Inste tool Insteined Seniting Startory more, 10 for a science another Startory on 20 for an another Startory of the Seniting Starton Startory of the Seniting Starton Start New York 20 Context Context Start New York 20 Context Berghen Start New York 20 Context Berghen St	An and the full Scaate with a recommendation that it be sported. Senator Edward M. Kennedy, Democrat of Massachusetts, said: "Judge Bork is wrong on civil rights for women, wrong on the right to privacy and wrong on the rest to privacy and wrong on the right to privacy and wrong on the rest to privacy and the government news agency said 14 persons were arrested on suspicion of involvement in the Aug. 28 military mutiny. Colonel Emiliano Templo, deputy commander of the 5000 members of the unit assigned to defend the city, said the palace deploy. <b>INTERNA</b> <b>BUSINESS OP1</b> Offer to collection agencies <b>REEDEC</b> Saudi Research and Development Co. Yeddah U.S. \$300,000.— enforcable I.C.C. Paris award available on either collection or participation basis. <i>Write to:</i> Box 035166 LH.T. 63 Long Acree, London WC2 9JH	A wrong to try to put him on the Supreme Court." Supporters praised Judge Bork's intellect and integrity and said he was the subject of undair criticism. "The nation will be ill-served if the Scaate rejects this remarkable man," the Senate Republican whip, Alan K. Simpson of Wyoming, and the Senate Republican whip, Alan K. Simpson of Wyoming, and the Senate Republican whip, Alan K. Simpson of Wyoming, and the senate service to test the command's ability to respond to armed threats. But the government television station said-the military had uncovared a plan by troops involved in the multiny to strike again and capture President Corazon C. Aquino and other officials during Wedness and other officials during Wedness and other officials during Wedness and other officials during the station said the military had taken unspecified "pre-emptire actions." <b>THONAL Protected off shore investment</b> offers high tox free return on capital invested with Swiss bank banking absolute discretion. <i>Write to:</i> Chiffre 22:115'664, Publicitos, 1002 Lousanne. <b>Write to:</b> Ready made companies it is privated in a sources. The station said strike main again the service. Service Hongtong Service Hongtong Service Hongtong Service (Service Harder Service) with the bide of a unitable from all major it is prindictions, service. Service HARGE

### AMERICAN TOPICS



American commuter trains, The New York Times reports. Chica-go's Metra system bars smoking on 6 of its 13 routes and segre-gates smokers, often to half of a single car, on the others. New York's Long Island Rail Road z Island Rail Road lorth trains are plan-restrictions. Virtual-commuter railroads, hose serving Balti-n, Philadelphia and sco. have banned gether. "Our longest an hour and 15 min-obert W. Galligan of heisco-San Jose Cal-and himself a former yone can go without or that."

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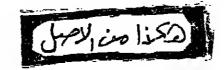
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### **Salvadoran Rebels** And Duarte Agree **On Cease-Fire Panel**

The Associated Press SAN SALVADOR --- The govemment of President José Napoteon Duarte and leftist rebels ended a two-day meeting Tuesday with an agreement to form a commission to seek a cease-fire in El Salvador's eight-year-old civil war.

talks would not resolve the major political and ideological differences, and a joint communique announcing the commission appeared to bear out their forecasts.

Representatives of the insurgent Farabundo Martí National Liberation Front and the Salvadoran govemment started talks Sunday in an effort to comply with the regional peace accord that is intended to end insurgencies in El Salvador, Guatemala and Nicaragua.

In statements after the negotiations, rebel leaders raised doubt that the commission could bring about a cease-fire because of the differences. But Mr. Duarte said that if the commission failed, be would "assume a historic chal-lenge" and ask his army to declare

a cease-fire on its own. The communique was read by

the archbishop of San Salvador, Arturo Rivera y Damas, at the end of a 15-hour negotiating session that began Monday morning. The talks marked the first time in three years the two sides had officially

Both sides achieved the limited Both sides had preficted that the goals they had set for themselves. alks would not resolve the major Mr. Duarte got the insurgents to agree to seek a cease-fire within the framework of the peace accord. The rebels obtained a continuing negotiating forum with the government in the form of the commis-

"It took us almost three years to get a dialogue started, and we achieved it," said Guillermo Ungo, a leader of the rebel delegation. The cease-fire commission, to be made up of four members each from the government and an um-

brella organization representing five armed guerrilla groups, will bave until Nov. 4 to present its first report and an additional 120 days to complete its work. That timetable meets the re-

quirements of a peace plan signed by five Central American presidents in Guatemala on Aug. 7.



A Salvadoran woman behind barbed wire near the Vatican diplomatic mission as government officials and rebels met.

### **Drug Promises to Render Colds Sneezeless**

infected with a cold virus actually cluding histamines and prostaglan-

People who used the drug would still have

the cold, but without the stuffy nose and

sore throat that make it such a miserable

Proud.

develop symptoms.

ailment.

their nasal secretions.

Volunteers who sprayed kinins

What the researchers discovered

began wondering about cold symp-

toms when he noticed, as others

He reasoned that something oth-

Dr. Gwaltney sent nasal secre-

dins as well as kinins.

ence of these biochemicals.

By Gina Kolata New York Times Service NEW YORK — Science is still a perfect safety," Dr. Proud said. "I think it's an interesting new observation," said Dr. Robert long way from a cure for the common cold. But maybe that does not Couch, a cold researcher at Baylor College of Medicine in Houston, had, that cold viruses seem to have The kinin antagonist, be said, virually no effect on cells lining "would certainly be something to the nose.

matter so much anymore. For the first time, researchers think they may have found the substance that causes cold symptoms. Even better, they think they have found a drug that blocks its action. People who used the drug would still have the cold, but without the stuffy nose and sore throat that make it such a miserable ailment.

"I'm not going to stand up in public and say that it will work," said Dr. David Proud of the Johns Hopkins University School of Medicine. "But that's the hypothe-

Dr. Proud, Dr. Robert Naclerio of Johns Hopkins and Dr. Jack Gwaltney of the University of Virginia have new evidence that cold symptoms are caused by kinins, normal proteins that cold viruses prompt the body to produce. It should be possible to administer the kinin-blocking drug in a

The drug would prevent kining from dilating blood vessels and sending pain messages, the normal functions of these proteins.

symptoms would be alleviated. Moreover, because patients would still have their colds, they would develop antibodies. Thus, they would be protected from the particular strain of cold virus the

into their noses developed cold nasal spray, they said. symptoms, even if they did not bave a cold. Dr. Proud, who tried this himself, said he developed a stuffy nose that lasted about half an hour and a sore throat that last-If the treatment worked, cold ed five hours. The findings make sense, Dr. view Proud said, because kinins dilate area. blood vesssels, which could lead to The

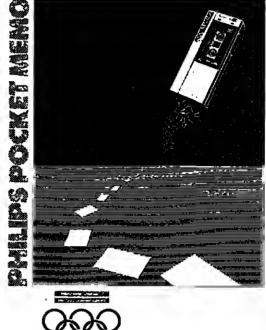
next time they encountered it. Dr. Proud, Dr. Naclerio and Dr. Gwaltney are awaiting approval from the Federal Food and Drug Administration to start testing this drug, called a bradykinin antagonist on volunteers.

The drug was developed by scientists at the University of Colorado who wanted to use it for research purposes and is licensed by Nova Pharmaceuticals in Baltimore.

### **Dutch Kidnappers** Said to Seek Gems

Reuters AMSTERDAM --- Kidnappers of a Dutch businessman want half the ransom demanded for his release to be paid in diamonds, the

It said the ransom sought for Gerrit Jan Heijn, No. 2 executive of the retail chain Ahold NV, was diamonds and cash worth 25 million guilders (\$12.5 million).



Extensive toxicological tests in pain, which could explain sore animals have shown it to act "with throats. cause the common cold - so many as to make a cold vaccine virtually Dr. Gwaltney, who has been studying colds for 30 years, said he impossible

Even without a vaccine, it is still possible that people exposed to a cold could take measures to protect themselves.

Page 5

Dr. Couch and others, including Dr. Gwaltney, discovered that in-terferon can do this, at least for It has long been known from er than the virus itself must be rhinoviruses, a class of viruses that is responsible for 30 to 40 percent studies of volunteers that only causing the symptoms. There were about two-thirds of people who are a number of possible culprits, inof colds.

When the interferon results were made known in early 1986, they seemed quite promising, Dr. Gwaltney recalled.

"Our original idea was that you could spritz interferon into your nose once a day all winter long and never get a cold." he said.

But interferon turned out to have unacceptable side effects when people used it for more than a week. Volunteers reported that their nose was irritated, itching and burning and that they had blood-

The kinin discovery, then, may The kinin work comes at a time when "there has not been a whole

lot of interest in the common cold," Dr. Gwaltney pointed out, how-Dr. Couch said, adding that be be-lieved that scientists had begun to ever, that although the researchers have repeated their initial studies view cold research as "a hopeless and are certain that kining are there, what they have is an associa-The problem is that as many as

tion, not yet a proof of cause and stuffy noses, and they also produce 200 to 300 different viruses can effect.

### A Miskito Chief Ends Anti-Sandinist Fight

- One of the commanders of gua — One or me communication Miskito Indian guerrillas fighting in Nicaragua has agreed to end his campaign against the Sandinist

government. The commander, Uriel Vanegas, appeared in Puerto Cabezas on Saturday with several dozen of his 400 imen. He shared a platform with Interior Minister Tomás Borge.

By Joel Brinkley

New York Times Service

Speaker, Jim Wright of Texas, who

took the unusual step two months

ago of agreeing to collaborate with President Ronald Reagan on a peace plan for Central America,

has called the White House's latest Nicaragua strategy ridiculous and a creation of "the extreme right

wing." Mr. Wright's caustic remarks

Monday were notable because for the last two months he has avoided

harsh criticism of the administration's statements on Nicaragua. trying, according to an aide, to give the Central America peace process

Last week, senior White House

officials listed demands that they

said the Sandinist government must accept if it hoped to forestall

a chance to work.

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WASHINGTON -- The House

His men carried rifles, grenade launchers and machine guns as they listened to his speech in the Puerto Cabezas plaza.

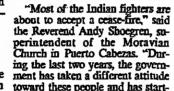
Mr. Vanegas said he and his troops were not surrendering and vowed that they "will not turn in a blessed rifle to the Sandinista Front Under an agreement signed by

the Reagan-Wright plan.

But Mr. Wright disagreed. He called the White House list "ridica-lous demands that violate Nicara-

By Stephen Kinzer "We can support the Sandinista New York Times Service" "We can support the Sandinista PUERTO CABEZAS, Nicara- Mr. Vanegas said. Mr. Vanegas and Sandinist offi-the Indians and the Sandinist au-cials, the Indians will be allowed to keep their weapons, and they will "They estimated that with Me-They estimated that with Mr. form police and militia units to Vanegas's decision to stop fighting, there were 800 to 1,500 Indian guerrillas still in the field. Brooklyn defend Indian villages. Mr. Vanegas said some of his men "will become part of the na-Rivera, the most prominent Indian

tional army." leader, has put the figure at 2,800. Relief workers and others in The Moravian Church, to which Puerto Cabezas described Mr. Vanmost Miskitos belong, is serving as egas's decision as an important breakthrough that could lead to an an intermediary between the gov-ernment and Indian commanders. end to the six-year-old war between



The announcement that Mr. Vanegas and his 400 men would stop fighting represented a victory for the government, which has tried

The same week that the plan was rather than military means.

guan sovereignty," adding, "It is becoming increasingly difficult to avoid the conclusion that someone tributed to members of Congress an explanatory 21-point addendum advising the president is trying to torpedo the peace process." that said, among other things, "it is our understanding that an accept-Speaking with reporters, Mr. Wright said it seemed as if "the able timetable" for new presiden-tial elections "would call for extreme right wing" had taken over the White House's Central America prompt national elections, certain-ly well in advance of the currently scheduled 1990 elections.

A senior aide to Wright said: Mr. Wright said he had never approved or even seen that list before it was distributed and was angered by it.

and what constitutes compliance in He was referring to the joint He was referring to the joint terms of the range of decisions we bave to make in Central America." Mr. Wright offered two months ago, just before the Central Ameri-can leaders concluded their accord. Mr. Wright got into conflict with the White House almost immedi-ately after he agreed to sponsor a ately after he agreed to sponsor a

joint peace initiative with Mr. Rea-

announced, the White House dis-

#### Wright Assails Reagan's Latin Policy ing the last two years, the governthis as a new plan. Really, it's just nation about what is acceptable ment has taken a different attitude toward these people and has start-ed respecting their feelings."

to persuade the Indians to press their demands through political

Rotterdam newspaper Algemeen Dagblad said Tuesday.

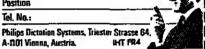


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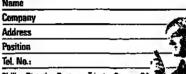
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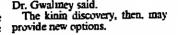






was that those who have symptoms tions from 40 volunteers with colds also have a high level of kinins in to Dr. Proud and Dr. Naclerio, who tinged nasal mucus. tested the secretions for the pres-"The side effects were worse "We found only kinins," said Dr.

than the symptoms of the cold." Dr. Gwalmey said.



st io Lon ess next mon for \$270 million in renewed military aid to the contras. Among them, Nicaragua would have to stop taking Soviet-bloc military aid, evict Soviet and Cuban mili tary advisers, hold new presidential elections, free all poblical prisoners and sharply reduce the size of its

armed forces. The demands included several that are not a part of the peace agreement signed by five Central American presidents in Guatemala

mala peace plan." in August. Noting the negative reaction to the list by Mr. Wright and others, a senior White House official said Monday: "People here don't see

"That list has nothing to do with the Reagan-Wright plan. It's no longer operative." The Reagan-Wright proposal became more or less irrelevant when the Central had long discussions" with Secre-tary of State George P. Shultz and American presidents signed their OWN ACCOR

policy.

mate tragedy will be that if the White House goes through with this it may cause the Guatemala plan to fail."

But the White House spokes-man, Marlin Fitzwater, said the list of demands "represent our thinkmands in a speech to the Organizaing on compliance with the Guate-

now in conference between the two many nontariff barriers. The aim is chambers.

mics.

Acknowledging that the White House demands exceeded those in since been removed. The official said that "we're not saying now" whether the administration will insist on early-elections.

#### the White House chief of staff, The Wright aide said, "The ulti- Howard H. Baker Jr., "and we all agreed that one nation could not dictate that sort of thing to another. Mr. Reagan is to lay out his de-

On Monday, his aide said, "We

tion of American States on Wednesday, and an official said the demand for new elections was in an early draft of the speech but had



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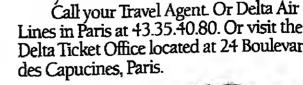
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the Guatemala plan, Mr. Fitzwater said, "We'll make our own determi-Panel Would Guide U.S.-Canada Trade Pact

New York Times Service WASHINGTON — To save a free trade pact with Canada, the Berner trade pact with Canada, the Service trade pact with Canada trade Reagan administration agreed that a Canadian-American panel for settling disputes could review acts of Congress and authorize Canadian trade retaliation if those acts "violate the spirit" of the pact, according to officials.

This 11th-hour concession, touching American sovereignty and other details, were disclosed

that should sell itself and will sell itself." The accord, completed after 16

The U.S. trade representative, Clayton K. Yeutter, said that ap-proval of the Canadian pact would **Mitterrand Begins Latin Trip** require "a lot of effort" by support-Agence France-Presse ers but also that "this is a package PARIS — President François Mitterrand left Tuesday for Buenos Aires on the first leg of a six-day

Latin American tour that will also Monday as the administration mo- months of negotiations just before take him to Uruguay and Peru.



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ance

### **Chinese Police Arrest 60** Protesters, Beating Many, in Tibet's Capital

LHASA, Tihet --- Chinese police arrested more than 60 demonstrators Tuesday, beating many with sticks and rifles, after the protesters marched in central Lhasa.

Page 6

The demonstration was the third in 10 days. On Thursday, a proindependence protest is believed to have left as many as 10 dead.

About 2000 people stood by atthe regional government office compound as Chinese police and soldiers armed with AK-47 automatic rifles and automatic pistols. herded the marchers into trucks. beating many of them.

About 100 protesters had marched from the direction of the Drepung monastery, Initial indica-tions were that all 100 had been arrested, but Western witnesses said later that a few marchers were arrested on the way and others left the march. About 60 continued on to the regional government office. where they were arrested.

The marchers were believed to onstrations. (AP, C have been Budohist monks wearing Benate Voices Concern civilian clothes.

The Buddhists were demanding the release of 21 monks who were arrested Sept. 27 in Lhasa during a violent protest demanding Tibetan independence from Chinese rule, It was the first such incident in Lhasain recent years. There have been reports that the

monks plan to demonstrate Wednesday, the 37th anniversary of the Chinese occupation of Tibei.

We firmly oppose and will try to firmly stop those kinds of riots. a Communist Party spokesman, nese violence in Tiber,

Compiled to Our Staff From Purpetcher Wu Ningtang, said Monday in Beijing. He accused foreigners of advocating independence for TibeL On Thursday, at least 2,000 Tibetans demanding independence burned a police station and police vehicles and stoned officers.

Chinese security troops were flown to Lhasa on Monday, and police erected barricades on the main roads to the Sera, Ganden and Drepung monasteries.

An Associated Press reporter. using a hack road, reached Sera, four miles from Lhasa. Inside the monastery, more than 330 monks were mourning the deaths of two of the comrades shot Thursday.

"We're not able to go out now." said the abbot, who gave his name only as Tenzing. "They surround the place at night. Please, all of you Westerners, belp us to become independent.

Beijing has blamed the Dalai Loma, Tibet's exiled civil and religious leader. for inciting the dem-(AP. UPI)

The U.S. Senate voted 98-0 Tuesday to link the provision of military articles or services for China to a presidential certification that Beijing is "acting in good faith and in a timely manner to resolve human rights issues in Tiber," The Associated Press reported from Washington.

The resolution also called on President Ronald Reagan to meet with the Dalai Lama to support efforts to find a peaceful resolution to the recent outbreaks of anti-Chi-

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why not write to,

(Continued from Page 1) the hard-liners might find it diffi-

5.5

cult to explain how they would have handled the Tibet demonstrations and that it might be bard for them to wage a new assault on the

BEEFEATER

DRY GIN

C. Tilden

29

(\*) .

Tuesday as he escorted Crown Prince Akihito of Japan at the White House but caught himself and did not fall.

SLIPUP - President Ronald Reagan missed a step

### **CHINA:** The Effect of Tibet Unrest

proponents of liberalization so soon after their campaign earlier this year apparently fizzled.

An Asian diplomat said there had already been high-level disagreements in Beijing about how libet should be treated.

In the Cultural Revolution, which began in 1966 and lasted for which began in 1966 and lasted for intermediate-range nuclear forces 10 years, Tibetan religion and cul-in Europe, or INF, which would be ture were harshly repressed. In recent years, the government has deployed beginning in 1983 to tried to make amends by restoring counter the growing Soviet arsenal temples, increasing spending in the of SS-20 missiles and to reassure region and offering concessions European allies of U.S. determinasuch as allowing parents to have uion to help defend them. more children than would be toler-

ated elsewhere in China. The conciliation effort has been most noticeable in the last two years, since the appointment of a

new Communist Party secretary for the regim, Wu Jinghua, a native of Sichuan Province.

prominent advocates of liberalization - Deputy Prime Ministers Hu Qili and Wan Li and Prime Minister Zhao Ziyang - were also associated with the policy and could be hlamed for it.

1990's

accord is whether it represents a downgrading of the U.S. commit-ment to defend Europe. The U.S. dismantled under the treaty, were

Yet, there is sharp debate within the alliance over whether Warsaw Pact conventional forces are really

superior to those of the Western alliance. The International Instiinte of Strategic Studies in London judges the conventional forces of both blocs to be in rough parity. While some NATO military

w nile some NATO military is ne principal architect of the po-licy of conciliation with Tibet was Mr. Hu, the deposed party chief. Analysts said three of China's most prominent advocates of liberalies Soviet territory from Europe with submarine-launched missiles and bombs carried hy F-III aircraft

> fastest and most accurate weapon rapable of striking Soviet soil.

NATO Planners Defend Missile Accord termediate-range forces, according or ICBMS, and longer than those to both civilian and military ex-perts at NATO, makes it more im-siles. NATO will lose about 480 currently deployed nuclear warportant than before to fulfill plans to upgrade NATO's battlefieldheads. Moscow, hy contrast, would destroy more than 1,500. termediate-range nuclear missiles range missiles and airborne nuclear

Perhaps the higgest problem is weapons systems during the 1990s. The major potential liabilities that the treaty would eliminate the missiles considered ideal for makmuch as NATO's and may result in for the Western alliance in the proing a "demonstration" shot early in posed treaty are political rather a war. Such a shot would seek to than military, according to officials in Brussels and at NATO's military persuade Moscow to call off an invasion of Western Europe by Warsaw Pact conventional forces. "In purely military terms, there In this scenario, a single missile clear warheads as the North Atlan- is no question that we gain," said tic Treaty Organization in the Martin McCusker, director of the would be fired at a military target on Soviet territory to show Moscow agreement, an advantage that a se- military committee of the North that NATO was willing to use nu-

clear weapons to defend Europe. NATO experts expressed special The Pershing-2 missiles and, to a satisfaction that the treaty would lesser extent, the ground-launched reduce the threat posed to the allicruise missiles, serve this purpose ance's 35 nperational airfields, and to ports such as Rotterdam and better than the alternatives allowed by the treaty, NATO experts and Antwerp, where U.S. troop reinforcements would arrive in case of private analysis said.

more accurate than submarinelaunched or airborne weapons. The weapons to be dismantled

Europe. 25 subraarines or aircraft can. They therefore are seen as havcan, they increase ar seen as hav-ing a particularly good determin-role: If the Societs were overran-ning West Germany, NATO would have to "use them or lose them." But NATO political and military

leaders express confidence that the United States would be willing to use other types of nuclear weapons if necessary to protect Europe. "I don't know a senior U.S. offi-

As ground-hased systems, they a cannot easily be withdrawn from

Kil-Kil

cial. Republican or Democrat, who doesn't know that the security of the United States is totally tied up in the security of Europe," a senior NATO planner said.

A final advantage of the intermediate-range a capons is that NATO planners believe that they could use a single Pershing-2 or cruise missile, rather than another nuclear weapon, with somewhat less risk of uriggering an all-out nuclear war

As intermediate-range, Europewould carry the "message" that NATO was interested in hringing a European war to an end rather than '

by blitzing Iranian cities with air (Continued from Page 1) raids, artillery and new long-range missiles that can reach Tehran. The Reagan is expected to veto that Associated Press reported from

Manama Bahrain. Two missiles hit the Iraqi capital, on Monday night and early Tuesday, killing or wounding an un-specified number of people, These were the first such attack, since

Government newspapers in Baghdad said the military would make the first use of a new type of Iraqi-manufactured missile to at-

They said the missile's range was just over 400 miles (650 kilometers1, which means it could reach

### **RADIO:** Banter, Bluster in Gulf

Japanese tankers leaving the Gulf, states profess to feel more secure An Iranian sailor burst out over the living with the Western navies pa-radio, ordering the Danish ship to trolling the Gulf, some recognize the great danger of a miscalcula-

Bahrain's minister of information. Tariq Abd al-Moayed, last week. The close encounters on the ra-

"Iranian warship, this is a U.S. warship. You have locked your fire-control radar on a U.S. wartension is often exacerbated by the clutter of overlapping radio mes-sages on the main maritime hailing ship. Secure it immediately. This is frequency. your only warning."

A Pentagon spokesman characterized this last confrontation as mistakenly interrupt or just ignore "routine harassment" that U.S. the international protocols of takships encounter in the tense envi-

and to reactivate some joint petroleum and gas pipeline projects that would aid Algenan exports.

Colonel Gadhafi has been re-peatedly identified by Western nations as a major supporter of international terrorism. His residential compound was a target in the U.S. air strike on Tripoli in April 1986 that followed the bombing of a discotheque frequented by Americans, servicemen in West Berlin.

Colonel Gadhafi's most recent effort at union was with Morocco. The political accord began in 1984 and collapsed earlier this year. The union with Algeria aligns two na-tions that have traditionally been hostile to King Hassan II of Mo-rocco, a close ally of the United States.

Data Network Set **On Nuclear Safety** 

Renters

PARIS - Heads of electricity utilities from around the world have agreed after a two-day meeting here to establish an international information network to promote nuclear power safety.

Lord Marshall of Goring, chairman of Britain's Central Electricity Generating Board, said Tuesday that the organization would be funded by electricity utilities and would complement the work of the International Atomic Energy

------



hased in Britain. Eliminating the Pershing-2 missile force hased in West Germany was widely considered Moscow's chief military goal in the negotia-tions on medium- and shorter-range nuclear arms. The Pershing-2, with a range of 1,100 miles (1.800 kilometers), is regarded as NATO's

The U.S.-Soviet agreement in

search-and-rescue aircraft to the Gulf to join the navy flotilla there, Feb. 13.

Pentagon officials quoted by The New York Times said Tuesday. The units, normally used to detect and arrest drug smugglers in waters of the United States and for

### safety patrols, will probably oper-ate in the vicinity of Bahrain, mid-way up the Gulf.

#### legislation for other reasons. U.S. to Bolster Force The Reagan administration plans to send four small Coast Guard patrol boats and several

#### war. But the Soviet Union, like the gather in any war between the East bloc and the Western alliance. United States, would retain the The planners' assessment is be- ability to hit those targets with othbeved to be closer to the position of er weapon the NATO commander, General Under the agreement, each side John R. Galvin, than to that of his is to scrap all land-based missiles with ranges shorter than those of also have the adv intercontinental ballistic missiles, called "visibility." predecessor, General Bernard W.

headquarters in nearby Mons.

Rogers, who was replaced by Gen-eral Galvin in June, had argued that the allies were stampeded into accepting the agreement. "Clearly, we don't lose hadly," said another expert at NATO head-quarters in Brussels. "In some

By Robert J. McCartney

Washington Post Service BRUSSELS - NATO planners

have concluded that the proposed U.S.-Soviet treaty to eliminate in-

would weaken Moscow's overall military capability by at least as

a small gain for the Western alli-

ance in the European nuclear bal-

The Soviet Union would give up

The Soviet Union consequently

would suffer a relatively greater

loss in the ability to strike enemy

airfields, command and control

centers, and rear-echelon positions

where troop reinforcements would

nior NATO expert said was "not Atlanuc Assembly.

more than three times as many nu-

clear warheads as the North Atlan-

something to sneeze at."

ways, we think we have a gain. They give up more targets than we

A major concern, however, is that the pact could create political momentum for additional nuclear disarmament accords that might eventually leave NATO vulnerable to the Warsaw Pact's perceived ad-

vantage in conventional forces. A political question raised by the

Threat of Missiles

Though many officials of Arah

Saturday, as a U.S. warship was returning to the Gulf after escorting a U.S. flagged Kuwaiti tanker to safety, an Iranian warship ap-peared on the horizon:

dio waves are tense enough, but the

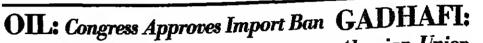
Warnings are often lost in the noise of other radio operators who ing turns on the air.

onment of the Gulf. But many of them also appear to ecutives, are the mischief makers ronment of the Gulf.

tack Iranian cities, indicating that Tehran would be the main target.

Intermediate-range missiles are land-based and thus somewhat an-based weapons, the missiles

also have the advantage of what is in raising the nuclear stakes to the strategic level.



Algerian Union

(Continued from Page 1) hy potential economic gains for Algeria. They report that Libva is now expected to make concessions in resolving long-standing disputes over oil deposits in the remote re-gions along their common border



#### THE EIGHTH ANNUAL INTERNATIONAL HERALD TRIBUNE/ OIL DAILY CONFERENCE, LONDON OCTOBER 22-23, 1987

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#### **OCTOBER 22**

UNITED STATES ENERGY FOLICY The Honorable John S. Herrington, Secretary of Energy, Crared States CHALLENGE OF THE 1960'S A CORLOPATE VIEW John R. Hall, Chain an and Chier Evenue Officer. John Roman Charman, John Scher Beedree Charlen Philip Orley, Charman, Tennos, Entrope Ltd Nader Sultan, Presdan, Navas Fertoleum International Ltd OLOSAL DEMAND AND SLOPIN AN OVERVIEW John H. Lichtblau, President, Persideum Industry Form for Entropiceum Industry eren Beur desien Herman T. Franssen, Economic Advisor of HE. The Minuter of Introleum and Mitterals of the Sultanaie of Oman SSEAN OUT OBOY, SS (These three services will can concurrently) FREADUR, FORDER P. FREE Service with the concurrent SOUTH A MERIC AN MARKET Theodore R. Eck. The Enternation Amore Corporation Million Lipton, President, WT Lett. Consultants Corporation THE EUROPEAN OUTLOOK Giuseppe Siligiotti, Executive Vice-President, AOIP SpA Ted White, Minuter 2 Oregon, Perceleum Economics Lid manage of the OUTLOOK. THE RACIFIC OUTLOON Dennis J. O'Brien, Chief Economist. CALTEX Perioleum Componinon LUNCH THE OUTL DOK FOR THE UNITED KONGDOM's PETROLEUM INDUSTRY The Ric Hon. Cecil Parkinson M.P. Sciencius i Clair the Frenz, United Kongdom MARKET FORCES IN CHARGE OF SUPPLY MANAGEMENT John Deuss, Charman, Transvill Off Ltd ENERGY SECUSITY AND THE MIDDLE EAST OSDOCHTICAL OUTLOOK Charles DiBona, Provident, The American Teinileum Instruct George Quincey Lumden, Director, Od Market Development, Johensusoni Energy Agency CALTEN Perfolgum Corporation International Energy Agency Mehdi Varzi, Seney Anni, n. Kieinwort Grievsen & Co. Inderator, Robert Mabro, Director,

MINISTERIAL PRESENTATIONS AND DISCUSSIONS H.E. Rilwann Lukman, Minister of Petroleum Resources, Nigeria, President of the OPEC Conference H.E. Arne Oien, Minister of Petroleum and Energy, Norway H.E. Abd al-Hadi Muhammad Kandil, Minister of Petroleum and Mineral Resources, Egypt Noderator: Herman T. Franssen, Economic Advisor of HE The Minister of Perroleum and Mineral Resources of the Sultanate of Oman THE & ORLD ECONOMY, RETURN TO NORMAL GROWTH! Economics, former Chief Economiss, QEC.D. Respondent: Timothy Congdon, Chief UK. Economist, hearson Lehman Brothers BREAKOUT GROUPS (These three sessions will run concurrently) FINANCING EXPLORATION AND DEVELOPMENT Jean Claude Balaceanu, Director General, Institut Français du Pétrole David Parker, Manager, Project Finence Unit, National Westminister Bank THE FINANCIAL HEALTH AND PROFIT PROSPECTS OF THE OIL INDUSTRY CHINA: PROSPECTS FOR OIL DEVELOPMENT Kim Woodard, President, China Energy Ventures LUNCH LUNCH FINANCIAL STRATEGIES FOR THE OIL INDUSTRY: NEW INSTRUMENTS AND MARKETS Rodney F. Chase, Group Treasurer, B.P. Finance Internationa R. Hartwell Gardner, Treasurer, Mobil Oil Corporation Robert B. Weaver, Senor Vice-President, Global Energy Executive, The Chase Monharran Bank, N.A. IMPROMPTU FANEL DISCUSSION Moderator, Nickolas G. Votte, Dil Consultant

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principle would eliminate oaly ground-based missiles with ranges of 300 to 3,500 miles, which are estimated to represent less than 4 percent of the superpowers' total nuclear arsenals. The planned elimination of in-the kind that the captain and crew of the Stark avoided in May until it struck the ship, killing 37 American The planned elimination of in-stilos The planned elimination of in- sailors. night

have no disciplinary powers.

### TAINT: Traces of the Chernobyl Disaster in European Food Supplies

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WORLDWIDE

ENTERTAINMENT

What's the

signer lobels.

ny has warned its population to avoid wild mushrooms, French au-thunities have played down the culture and the Welsh Office. "This contamination is certainly not harmless," Mr. Courbon said. problem.

"Odd pockets of contamination A spokesman for the Ministry of keep turning up throughout West-the Environment in Bonn said it em Europe," said Anthony Brenwas impossible to say to what ex-tent the ministry's advice is being heeded by Germans, who are avid both surprising and worrying that

these after-effects keep turning up mushroom-seekers. "We issued a warning under "The radiation effects are insuing a lot longer than anyone thought possible." said Walter Patterson, a possible." said Walter Patterson, a "We issued a warning three for longer than we had expected. Canadian nuclear physicist who ity of elevated radiation levels. works as an independent analyst "In general." he continued, "we and writer in England.

have not registered levels above the average. The levels vary for each single mushroom, depending on washed away from the surface, but washed away from the surface, but where it grows. In southern Germathis turns out not to be the case," he ny, there have been individual mushrooms, particular morels and said in a telephone interview. "The way in which it renews itself in the other varieties that grow in woods. food chain is very unpredictable, that have been above the average, But there is little actual danger. Michael Schroeren, a spokesman

for the environmentalist Green "A very intense debate is now Party in Bonn, said: "For the govgoing on about what is safe and what is not safe," he said. "The rnmeet to have issued any warnvalues, unfortunately, are all too ly must be serious. It has played often picked out of the air. There town the risks ever since the acciare no adequate radiological data dent." In Montelimar, Mr. Courbon health is likely to be." dent

aid, many of the 200 varieties that At a conference on nuclear pow-CRII-RAD tested in the dry state er performance and safety in Vienhad registered higher levels of rana last week, 500 experts were told dioactivity than the EC limit, al- that the fallout from Chernobyl though to a much lesser extent than may result in an additional 2,000 he yellow boletus. cases of thyroid can er in EC coun-

But Geoffrey Wehh. of the Na-

He said that some popular mushtries and possibly 1.000 cases of rooms, including girolles, copes from Périgord and Bordeaux, cou-But Geoffrey Webb lemelles de l'Aude and morels had tional Radiological Protection Board in Britain, estimated that becquerel amounts under the EC limits. Truffles, he said, are free of 8,000 cancer fatalities are caused

annually in the community by nat-In general, Mr. Courbon said. urally occurring radiation. the mushroom crop this year has Cesium-137, one of the principal components of the Chernobyl fallproved to be more radioactive than the one last year, which came only six months after the Chernobyl accident in April 1986. This is apparradioactive strength every 30 years. ently because leaves affected by ra-Gunnar Bengtsson, director gendioactive rainfall later feil to form the loam from which mushrooms extract nutrients.

In Britain, mutton has been affected. In North Wales and in Cumbria, the site of a major radia-

In addition to the 7,000 becquerels of radioactivity found in the average adult from natural sources, researchers have found an additional 600 becquerels resulting from the Soviet accident.

Mr. Bengtsson said this still was only about half the increase registered after nuclear tests in the atmosphere in the 1960s.

Considerably higher increases, up to 100,000 becquerels in adults in isolated cases, have been recorded in Lapland.

"We tell them to be careful what they eat." Mr. Bengusson said, noting that in Lapland, radioactivity mans through consumption of reindeer meat. Many of the fish in lakes in Sweden and Finland also are beavily tainted. he said.

In Brussels, Mr. Brenton said that because of the unexpectedly long duration of the post-Chemobyl effects, the European Community plans to replace the emergency food controls that were applied baphazardly after the accident. The controls, which expire at the end of October, would be replaced with a system of permanent measures establishing acceptable safety levels for a variety of foodstuffs.

"Europe is a group of relatively small countries with a lot of trade among themselves." Mr. Brenton said. "We want to keep that trade as untrammeled as possible, and that is why it is so important to have a uniform set of rules."

The subject is likely to come before EC foreign ministers when they meet Oct. 19 and 20, he added But experts have not agreed on where to draw the line. West Germany has said that in the absence of agreement, it will continue to enforce the existing level of ne out, will continue to be present for more than 600 becquerels a kilomany generations. It loses half its gram for foodstuffs.

But mushroom-lovers are still left in a dilemma: to eat or not to eral of the Swedish National Insu- eat? The advice of Mr. Bengsson. tute of Radiation Protection, said a the Swedish cxpert, is to keep encontrol group of 40 people in joying, but in moderation. Stockholm, who have been routine-

"I'm going to the forest to pick ly tested for radiation exposure wild mushrooms as usual," he said tion leak 30 years ago. 475,000 dent, shows a significant increase enough quantities to be affected. since before the Chemobyl acci- "You don't eat them in large

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**INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987** 

### ils Kill 8 Soldiers and 3 Officials violence that has shaken the coun- get it back and you can't be sure it

By Richard M. Weintraub Washington Past Service

Ly

NEW DELHI — Tamil separat-ist gnerrillas killed eight captive Sr. Lankan soldiers and three govern-ment officials Tuesday in their stronghold in northern Sri Lanka, in an upsurge of violence that threatened to undermine an Indi-

toward ending Sri Lanka's ethnic strife, said an Indian official. an-backed peace agreement. The Liberation Tigers of Tamil surge of violence, including the fa-tal shooting of an Indian soldier late last week, had placed India's Eclam said the slayings were in revenge for what they characterized as the forced suicides of 12 of their men, including two regional lead-ers, who swallowed cyanide pills

peacekeeping effort in a precarious position. Mnnday as government troops were putting them on a flight from the Jaffna Peninsula to Colombo, There were no signs that India was reconsidering its increasingly exposed position in the conflict.

try for five years.

camps on the peninsula.

Three government soldiers were

reported to have been wounded in

attacks by the Tigers on two army

back to where we were" in progress

"It will take us weeks to try to get

Other observers said the sudden

the capital Officials in New Delhi acknowledged that the two-day toll had dealt a severe setback to efforts of int of pressure for us to act more the Indian peacekeeping force in forcefully, but that is not our style. Sri Lanka to bring an end to the Once you shoot an arrow you can't

India brought hopes of an end to the bloodletting between Sri Lanka's majority Sinhalese community "Neither side really wants us to "Neither side really wants us to and its minority Tamils, whose leave," said an official. "There is a guerrillas have been fighting for a

separate Tamil state. Indian officials say they have succeeded in getting Tamil guerril-

through an army attempt to encircle the remnants

of her force, taking with her a long-range field gun

hanled by donkeys. The Roman Catholic newspaper Munno said

villagers burned 12 rebels alive and clubbed others to death. The Defense Ministry appealed to villag-

The fighters, all drawn from the Acholi tribe of

northern Uganda, believe that the priestess is a living saint and a powerful sorceress. They go into battle poorly armed and fight with their trousers

More than 1,000 of them have been killed in

ncidal attacks on government positions in eastern

Uganda this year. The government has not disclosed its own casu-alties, but reporters who visited the battlefield put

Several more conventional guerrilla groups op-

pose President Yoweri Museveni's government in northern and eastern Uganda, but the Holy Spirit Movement has taken the brunt of the fighting.

their work.

the number of army dead at 26.

ers to take prisoners.

rolled to the knees.

accord into effect.

ever been cantured.

la groups to turn in much of their will do what you want it to do." weaponry, including most of their The cyanide deaths at Jaffna's machine guns and mortars. Palaly airbase Monday and the kill-ings of the soldiers Tuesday under-"They no looger have the capability of carrying out guerrilla warscored the fanaticism of the Tigers, fare," said an official

the main Tamil guerrilla group, and the difficulties in putting the Yet a spate of small-arms attacks, many by nne Tamil group against another, has left Sri Lankan Tiger guerrillas, many in their authorities oervous teens, often wear cyanide capsules In addition, the Tigers refused to and vow to commit suicide rather

endorse the peace accord mail about a week ago, when they than be taken alive. Very few have agreed to cooperate in forming a joint governing council for Sri Lan-A peace agreement signed two months ago by President Junius R. ka's Northern and Eastern prov-Jayawardene of Sri Lanka and Prime Minister Rajiv Gandhi of inces, as called for under the ac-

Within a day, however, the group's leadership withdrew its en-dursement of the makeup of the provisional council, drawing sharp criticism from Columbo and No Delhi. The action also opened the door to renewed violence. Before Monday, the surge in vio

lence was mostly in Eastern Province, which is divided almost equal-ly among Sinhalese, Tamil and Moslem Sri Lankans. Recent attacks there included four on Indian peacekeeping units, apparently by government irregulars or local po-

When 17 of the Tigers were tal en into custody nn a boat off the Jaffna coast, is became a test of the peace accord and the three major players under it: India, the Sri Lankan government and the Tigers' leadership. Sri Lankan authorities insisted

that the boat was carrying heavy weapons and was illegal under the

The Tigers insisted that their men carried only personal weap-ons, tacitly acceptable in the short run under the accord. They said the men would commit suicide if the Indian peacekeeping force allowed the government to move them from the main government base on the Jaffna peninsula, which is also the main Indian Army headquarters

for Sri Lanka. "If our cadres and leaders are allowed to die," a spokesman for the group said, the Tigers "will not be bound to abserve the cease-fire

and cooperate with" Indian troops

that he argues helps them to perfect in "maintaining peace in the Tamil Just how the suicide scene oc corred Monday remains unclear. On Tuesday morning, according to reports from Colombo, the Tigers informed the Sri Lankan Army

> tured March 23 at an outpost near the town of Jaffna. Later, a police constable was reported killed in the town of Vavun-iya, and the manager and deputy manager of a government-owned cement plant on Jaffna's northern coast were gunned down in their

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### 130 Killed in Uganda Mystic's Force

KAMPALA, Uganda — Hymn-singing fullow-ers of a rebel priestess launched snicidal attacks on Ugandan troops on Monday and 130 were killed. government field commanders reported. The followers of the priestess, Alice Lakwena,

died like hundreds before them - charging into battle in eastern Uganda smeared with a magic ointment they believe protects them from bullets. More than 500 members of Miss Lakwens's

Holy Spirit movement are reported to have been killed in the last four days, and tallies of the dead in the rebellion total several thousand.

But Miss Lakwena, who is described by Ugan-dans as a beautiful and devout prophetess in her early 30s, still has an army of at least 5,000 in the field.

A Defense Ministry statement, carried by the Uganda radio, said the army killed 280 rebels from the Holy Spirit Movement in a major battle in the southeast on Friday.

Kampala press reports said the priestess broke

Bucharest Political Shake-Up Widens There are shortages of heating VIENNA - President Nicolae fuel and food, frequent power cuts and, after disappointing five-year plan results for 1981-85, exports Ceausescu, demanding an overhaul of Romania's sagging economy, has reshuffled his ministers and orslumped by 11 percent last year. dered expulsions from the Commu Mr. Ceausescu, in power for 22

nist Party Central Committee. Mr. Ceausescu hlamed arrears and failures oo bad management. "It is therefore necessary to change completely the work style and methods in all sectors of activi-Mr. Ceausescu told the Central Committee on Mooday, the

Agerpres news agency reported. Romania has succeeded in halving its debt to the West, to \$5.5 five weeks. Western diplomats said billion, since 1981. But the drive to that is a high commber even for Ro-cut the debt led to austerity that is mania, where Mr. Ceausescu often

among the harshest in East Europe. rotates senior officials in a policy HAVENA CONTRACTOR OFFICE?

years, has shown no enthusiasm for

the reformist policies of the Soviet

leader, Mikhail S. Gorbachev.

Since a visit by Mr. Gorbachev in

May to urge greater openness and change, the Soviet media has given

frank coverage to hardships faced

At least 18 ministers have been dismissed or reshuffled in the past

by Roman

The changes appeared to take on a new complexion when the interior and justice ministers were replaced at the weekend. Most reshuffles had been in energy and other economic sectors. that the bodies of eight soldiers could be found at the Jaffna bus station. The soldiers had been cap-The former state security chief and deputy interior minister, Ta-dor Postelnicu, replaced Interior Minister George Homostean, and

Maria Bobu, formerly deputy min-ister of justice, took over from Gheorghe Chivulescu as minister. "Those are more than the usual merry-go-round," a diplomat said. "It's big news, but how exactly to read it is premature.

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#### WEDNESDAY, OCTOBER 7, 1987

### **OPINION**

smanagement grows worse.



### The Real Story on Jobs

Unemployment in the United States inched down to 5.5 percent in September with hardly a whiff of inflation, and the White House is crowing.

Page 8

The administration certainly can take credit for keeping a heavy foot on the fiscal accelerator, stimulating the economy by running its amazing budget deficits. But the country's capacity to sustain high employment with stable prices results largely from broad trends beyond the immediate control of policy. The real questioo is not who should get the credit, but whether Washington can cootain the political forces that would reverse the gains.

A half century after publication of John Maynard Keynes's General Theory, it is no longer considered a feat for government to create jobs. The trick is to maintain high employment without pushing up wages and then prices. That goal seemed ever more distant after the 1974 and 1980 recessions. In the Carter years, it was convectional wisdom that the "natural" rate of unemployment, the minimum compatible with price stability, was on the rise.

Now it is clear that high imemployment resulted mainly from transient factors, nota-bly the difficulty of absorbing the huge babyboom generation into the labor force. There were more than 37 million births between 1955 and 1964, for instance, compared with 25 million between 1935 and 1944.

This bubble was further inflated by the dramatic increase in the proportion of women seeking work. In 1962, only 38 percent of adult women were in the labor force. By 1982, the figure had risen to 53 percent. The coincidence of a suddenly tight world market for oil and the loss of bundreds of thousands of jobs to industrial imports completed the dismal portrait of an economy unable to provide

enough work without overheating prices Now America's luck has turned. New entries to the labor force are falling and most workers displaced by imports have found other jobs. Meanwhile, foreign competition continues to discipline labor markets; business rarely offers wage in-

creases greater than productivity gains, even where labor is scarce. The stratospherie oil prices of the '70s generated sufficient supplies to render oil prices insensitive to modest changes in con-sumer demand. Other commodities are also in chronic glut. for a variety of reasons the Green Revolution, stagnant demand from Europe, the versatility of synthetic substitutes for fibers and metals.

All this suggests that the economy should be able to absorb millions of marginally qualified job scekers in the next decade, striking a mighty blow against poverty with-out new inflation. But a leaner, more flexible economy has made life harder and riskier for many businesses. The outlook for employ-ment could turn dim if Washington suo-cumbs to demands for a corporate safety net.

Congress has been sensitized to the inflationary threat posed by, say, tighter quotas on clothing imports or reregulation of airlines. But other inflationary ideas have stirred too little alarm, like punishing countries that export commodilies produced in the United States, cartelizing U.S. food production and limiting cheap foreign ura-nium to a third of the domestic market.

Americans without portable skills on the money to attain new skills have been badly bruised by a decade of convulsive change. That sacrifice ought not to be rendered meaningless just as the fruits of economic restructuring come within reach of those most in need

-THE NEW YORK TIMES.

### **Reach Out to Mozambique**

The fate of struggling, bereft Mozam- Reagan and conservatives to his right. As a bique may not weigh greatly in the geopolit-ical scales, but this former Portuguese colony has become the object of an intense ideological nig of war. The argument is between those who consider Mozambique Marxist and Soviet-oriented, and therefore a fit candidate for liberadon under the precepts of the Reagan Doctrine, and those who see in President Joaquim Chissano a lapsed or lapsing Marxist whose pragmatism and, above all, whose desperation to save his country from South Africa and from underdevelopment, make him a fit

candidate for Western cultivation, We think Mozambique is a country well worth the West's reaching out for. Certainly President Chissano, who was received Monday by President Reagan, is making a big, push to strengthen and display his Western ties, even as be takes economic and military aid (but oo troops) from Moscow. The most interesting aspect of the American argument over Mozambique, however, lies not so much in its terms as in the principal parties to it. The parties are oot. as you might expect. Ronald Reagan and liberals to his left. The parties are Ronald

country where an ostensibly anti-Commu-nist resistance is going on without Ameri-can backing. Mozambique has become a symbolic cause for hard-core conservatives. They demand that Mr. Reagan conduct there the rollback policy he is conducting elsewhere in places where Marxists came to power in the past decade.

To his credit, Mr. Reagan is resisting these urgings. His more subtle and pragmatic po-licy sees Mozambique's Renamo guerrilas accurately as clients of unregenerate South Africans and Portuguese, recognizes the Af-rican nature of Mr. Chissano's leadership and welcomes the opportunity for the United States to perform a limited but useful service of diplomatic brokerage between South Africa and Mozambique. The issue comes soon to Capitol Hill in the form of an administration-backed effort to end last year's congressional ban on including Mozambique in an important regional transport project. Among Renamo's champions there are those like Senator Jesse Helms who appear immovable on the issue, and those like Senator Bob Dole who should know better. -THE WASHINGTON POST.

### A Troubled Maghreb Looks Past Bourguiba

#### By John K. Coolev

LONDON - When President Ha-bib Bourgniba drank a glass of What has happened to reverse Mr. orange juice at high noon in the holy city of Kairouan one day some 25 years ago, it was one of those simple acts that can change history. Several more recent acts may have

postponed a revolution. On Sept. 27, a Tunis court spared the life of a Mostem fundamentalist leader, Rachid Ghannouchi, but sent him to prison for life. President Bourguiba, warned of the fundamentalists' growing bold-ness, resbuffled his cabinet, appoint-ing as prime minister a professional soldier with a reputation as a tough security chief, the minister of state for the interior, Zine al-Abidine Ben Ali.

Islamie Jihad, the pro-Iranian group in Beirot, has threatened to murder Tunisian leaders if the death sentences against seven of the 90 fundamentalists tried last month are carried out (five of the seven were sen-tenced in absentia). But for the moment, Mr. Ghannouchi, one of

The real struggle in North Africa today is economic, not religious;

it is about survival.

Mr. Bourguiba's most formidable op-ponents, has not been made a martyr. Still, the United States and West-

ern Europe soon will have to face the consequences of Islamic resurgence throughout the Maghreb, or Arab West, as the Arabs call North Africa. In a way, it all began with Mr. Bourguiba's defiant consumption of that glass of orange juice long ago. It happened in the fasting month of Ramadan Believers are supposed to take no food or drink in the daytime

unless ill or traveling. Mr. Bourguiba drank the juice in view of television cameras and thousands of religions notables and ordinary Tunisians. It set the tone for the secular reforms he brought his coun-

Mr. Bourguiba was belligerently playing his role that day not only as a benevolent dictator but as a teacher of his people. He was demonstrating that fasting could be harmful to bealth and productivity at work. He went a step further and ordered cafes and restaurants to keep normal

hours, even during Ramadan. This was a small but crucial part of the long campaign by the "Supreme Combatant," as Mr. Bourguiba ea-joys being called, to separate religion and crate in Turisia

joys being called, to separate religion and state in Tunisia. Monogamous marriage, divorce and voting rights for women, encour-agement of Western dress, equal edu-cational and professional opportuni-ties, all were part of the secularizing process that Mr. Bourguida began soon after wresting independence from France in 1956. Lintenergend him in 1965 ofter hit

I interviewed him in 1965, after his return from a Mideast trip. He drew public scorn but private approval from Arab leaders like President Nasser of Egypt by urging peace talks with Israel based on United Nations

What has happened to reverse Mr. Bourguiba's work, to infatuate Tunisian youth with prayer, the Koran and cover-up dress for women who once preferred jeans? What has imparted a new fundamentalist vision

to so many Tunisians? The government's most facile answer is: Ayatollah Ruhollah Khomein's Iranian revolution. Tunis broke diplomatic relations with Tehran in March, charging that the ayatollahs were sending arms, money, tracts and agents to spread Iran's clerical style of rule into North Africa. Iran was blamed again in the trial

nel Moammar Gadhafi in Libya, if the economic disaster brought by lower oil of Mr. Ghannouchi and the others last month. But Western policy makers, pazzling over a response to Isprices and the colonel's doctrinaire lamic revivalism, would be well ad-vised not to spend too long blaming The problem is that the population has been rising in North Africa far faster than the number of jobs. The Iran for Tunisia's troubles. The Khomeini brand of Shiite Islam

holds no theological appeal for Tuni-sians, Sunni Moslem Arabs (and, for a few generations before the French struggle today is for survival protectorate of 1883-1956, Sunni Ot-toman Turks) have ruled in Turks since the early centuries of Islam.

True, there are still some Ibadites in North Africa; their doctrine is an old offshoot of Shiism. They come such help could spur development. But economic aid has dwindled, or from the Tunisian island of Djerba and Algeria's MZab region. But been converted to military aid.

most are hard-working and frugal merchants. They care little for secular or religious politics. nomic growth has almost ceased. Ex-ports like Tunisian olive oil, Algerian There is a different problem becitrus and Moroccan sardines comhind the religious revivalism in North Africa and the terrorism it can breed (the Tunisian trial last month dealt pete with those of Mediterranean Europe. Water resources and farmland are so badly mismanaged that the desert each year overtakes more land with hotel bombings in Angust that injured I3 persons; and there have been problems in the Algerian coun-tryside with armed extremists).

where food should be growing. By the late 1990s, the Maghreb is likely to be an international basket It is a problem that produced labor case, in Henry Kissinger's phrase. The United States is unlikely to do much about it. The problem will be dumped back in the laps of the former colonial troubles, student revolts and food riots in Morocco and Tunisia from 1980 to

1984, and which could threaten Colo-

They May Starve in the Dark This Time LONDON - Once again we are reading about serious crop fail-ure in Ethiopia, Angola and Mozam-bique. The way the Western world works, this will oot be a hot issue until taking on decider to make it

until television decides to make it one, and television is tired of Africa. Three years ago, television reports prompted the greatest famine relief operation of all times. Without the borrife micrures of dving Ethionians

horrific pictures of dying Ethiopians, 30 million Africans might have died, rather than the 100,000 who did. It

was a story nearly missed. As the African famine of 1984 became critical, the U.S. networks were covering El Salvador, Nicaragua, the Reagan-Mondale debates and Geral-dine Ferraro. The famme, though reported intermittently in the serious

always a bard story to get oo the air. There's always the feeling that



powers in Europe. Western Europe already hosts millions of North African immigrants. Hundreds of thousands more, perhaps millions, would emigrate if they could.

For Tunisia, where oil revenues have dropped and oil imports now exceed exports, there is another urgent political problem: how to ease the pain of transition when President In Tunisia, the United States as-sumed the main burden of economic aid after the French left. In the early 1960s, U.S. aid officials would point Bourguiba, now 84 and in his 30th year of rule, dies or gives up power. year or rule, uses or gives up powel. (Mr. Ben Ali, 51, is the president's successor under the constitution, but earlier prime ministers bave been pushed aside when they fell from Mr. proadly to Tunisia, then the highest per capita recipient of American as-sistance in Africa, as a model of bow

Bourgniba's favor.) Unless the best minds in the Arab world and the West can find urgent Throughout North Africa, ecosocioeconomic solutions in North Africa, the local equivalents of the mul-lahs — people like Rachid Ghannou-chi, who turned to the Koran to find principles for a society he felt had tarned its back on religion — may impose their remedies. Forty million Iranians know what that means.

> The writer is a London-based staff correspondent for ABC News who spe-cializes in the Middle East and North Africa. He contributed this comment to the International Herald Tribune.

on camera of a 3-year-old child, the last of her mother's children. The report caused an enormous jolt in Britain. NBC has first rights

to all BBC international reports, and NBC's London bareau chief view-ed the report on the day it was broadcast, Oct. 23, and advised New

York to air it at once. York to air it at once. Senior producers said they want-ed a day to reflect. The Loodoo hareau persisted and finally per-suaded Paul Greenberg, the execu-tive producer of NBC Nightly News, to view it. He saw a partial clip and was convinced. He asked London to send the whole report It arrived at 5 send the whole report. It arrived at 5 P.M., just as the newsroom was as-sembling the night's broadcast.

There are few times when a newsroom can be brought to complete silence, said Mr. Greenberg, and this was one of them: "All the side talk and worried preparations for the

### The French **Grow Fond Of Stability**

H.

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By Flora Lewis PARIS - The French campaign for next spring's presidential elec-tion may well confirm a watershed in the history of republican France two centuries after the revolution.

The violence, the terror and the passion of 1789 have left France deeply divided for most of the time since. The pendulum swung drastically from one side to the other, but the chasm between left and right remained.

Now, however, the issues have nar rowed. Talk about "changing society," the left's slogan in 1981, or "the fate of France," the right's railying cry in 1986, is oo longer convincing. The pendulum has slowed way down, com-

pendulum has slowed way down, com-ing much closer to the traditional American question of which set on rascals should be in and which set on.<sup>45</sup> This is a profound change for France and suggests a new political stability, though it can also mean re-straint on governmental ability to take initiaoives. It is largely the result of the Socialist triumph in 1981, and the vic-tory of the rightist coalition in the legislative elections of 1986, producing power-sbaring between President Francois Mitterrand, a Socialist, and François Mitterrand, a Socialist, and Prime Minister Jacques Chirac. The French call it cohabitation.

At first, it was taken as a risky but short-term aberration. The politicians hate it, but they have had to make it work because the voters would punish whichever side brought it to collapse. Now it is becoming clear that the voters rather like a system that im-poses checks and balances that did not previously exist, that reins in the scope for political free-wheeling. The succession of left and right govern-ments demonstrated that neither side has a sure cure for French problems. poin sides promised to solve unem-ployment and it is still going up. Both sides promised dramatic invigorations, of the economy and it has not arrived. Some gloomy economists even expert Italy to overtake France in national output within a few promised of the solution. Both sides promised to solve unemoutput within a few years, whoever wins the election. The number of peo-ple who think the election will make a ple who think the election will make a huge difference no longer seems big. Polls show a surprising popularly for Mr. Mitterrand despite his party's definite minority standing. There is no chance that the Socialists could go

Star is suching

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on to regain a parliamentary majority if he is re-elected and dissolves the legislature. He probably would not dissolve it, so re-election may depend on whether the voters want to prolong cohabitation for the remaining three years of the legislature's term. If they do, Mr. Mitterrand, who is 71, is likely to be given another sevenyear term and the voters would have another chance to endorse or reject cohabitation in the 1991 assembly elections. Even if they do not, the new president would be expected to restrain himself and oot turn the legisla-

evening broadcast, all the gossip and change in French society that has taktalk of the political campaign just on place since the great confrontation stopped. You felt as if you'd been of 1968 and the decline of the Com-

and people will die

**By Jonathan Power** was delayed for a month and a half

while visas were negotiated. British networks, with smaller and more mobile crews, had been taking more interest for some time. Michael

Ethiopia in July. It deeply affected British viewers and helped raise \$10 million for the relief agencies.

newspapers, seemed far away. "I have covered this kind of story in scores of places," says Peter Jen-nings, the ABC anchor, "and it's

Buerk, the BBC correspondent in Jo-hannesburg, did a filmed report from The crops have failed

Unless Congress decrees otherwise, the United States soon will be closing 15 overseas diplomatic posts, including two embassies, and laying off 1,300 employees from a State Department payroll of 22,000. Con-gress proposes to slasb a crippling 23 percent. or \$767 nullion, from the department's budget. And this is being inflicted by the same lawmakers who piously bewail Wash-ington's declining global influence and risky dependence on foreign nationals.

These prospective cuts represent the mentality of a banana republic, not a great power. Diplomacy is the first line of defense and the front line of peace. The desire to reduce the federal deficit

makes sense. But the cuts are far from equitable and sensible. The same Congress that begrudges diplomacy approves by voice votes billions for pork-barrel programs. And it is not just a matter of pouring money into vote-getting domestic programs. Congress

has disproportionately cut State Department operations overseas compared with overseas ssions of other departments that employ 70 percent of U.S. personnel abroad.

The lawmakers are playing dice with the country's security: America's Foreign Service officers supply the bulk of political and economic intelligence. They often work under the worst and most dangerous conditions, as in Lebanon. Now they are asked to do more for less, and are blamed for failures to improve embassy security in Moscow which is a bit much coming from legislators who for years showed so little interest in repeated appeals for needed security funds.

No homeowner would sensibly economize canceling fire insurance. That is what Congress proposes to do - unless the Senate rises above the House's banana republic reflexes and reinstates money denied a federal department as vital as it is vulnerable. - THE NEW YORK TIMES.

### **Free Trade Has Its Risks**

**Diplomacy at a Discount** 

At the last moment, President Reagan and Prime Minister Brian Mulroney wanted a free-trade agreement badly enough to take risks. They were right to do it, for this agreement can bring important benefus to both countries. But the risks are not minor. The two governments now have to enact legislanon to bring the agreement into effect, and each commander will have to deal with heavy sniper fire from entrenched protectionists. This free-trade zone was conceived by

both governments to set the world an example of enlightened commercial relations. Some experts objected that it pointed toward bilateral deals rather than worldwide rules. The answer was that the system of worldwide rules — the General Agreement on Tariffs and Trade — was becoming creaky and obsolescent. The Canadian-American agreement can set a standard for the GATT.

As the talks went on, they inevitably got entangled with shoes and ships and sealing way - all the grievances over specific com-

modities that are the substance of trade policy. But the most difficult of the differences seems to have been resolved ingenious-ly. Canadians do a lot of subsidizing, but much of it is irrelevant to exports. They feared U.S. companies would use exaggerated complaints about these subsidies to tie up Canadian exports in litigation. The solution is to be an international tribunal. It will abide by each country's law but guarantee that the law is fairly applied. If U.S. compa-nies are right in saying they only want order-ly enforcement of rules against unfair subsidies, they have nothing to lose. If Canadians are right in saying that the United States has indulged in stretched, tendentious readings of the law, this tribunal will correct it.

Next comes a fierce attack on the agreement by all the industries in both countries that find the idea of expanded competition to be deeply threatening. They are endted to a hearing. But they don't deserve to win. -THE WASHINGTON POST.

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resolutions for Palestine. "Tunisia has to become a modern state," he told me. "We have taken the best from our foreign invaders, from the Phoenicians to the French. We are an Islamie country, and we're good Mos-iems. That doesn't mean that we are

WASHINGTON - The vic-tory that liberals oow boast they will achieve in blocking Judge

Robert Bork's elevadon to the Su-

preme Court could be an expensive one. The game of judge-bashing, which they learned from their op-

ponents on the right, ultimately profits no one. It inevitably dam-ages and could destroy one of the major safeguards of U.S. freedom:

the independence of the judiciary. If Judge Bork goes down, as seems likely, be would be the sec-

ond prominent and principled ju-rist in a year's time to be victimized

by a campaign of mass propaganda. The furst was Rose Elizabeth Bird, the chief justice of the California Supreme Court. She was removed

from the bench in November 1986

in a confirmation election that also

terminated the tenure of two other

"liberal" justices. The parallels make activists of the left and right squirm, but they are unmistakable. The Senate con-

firmation process, like the Califor-

nia confirmation election, has

has combination election, has been around for a long time. But neither has been used this way be-fore. It is one thing for responsible senators to conclude, on their own

reading of Judge Bork's record

that he does oot belong on the

Supreme Court, or for reputable

legal scholars to oppose Justice

Bird's continued service on the

California Supreme Court, as

some did. It is something else

when judges are lynched to ap-

pease the public. Justice Bird lost because of the multimillion-dollar, mass media and direct mail campaign mounted

by her opponents, and if Judge

And liberals like Norman Lear.

who were fervent in their defense of

Expense was one problem. American networks use large crews and have large overheads. So although there was plenty of talk about sending a team, the project always gave way to more immediate concerns.

Judge-Bashing Is a Hazardous Game

By David S. Broder

Justice Bird, are uninhibited in

their attacks on Judge Bork. Both the left and right are ready to use all the tools of political com-

munications against judges, as if deciding on a judgeship were a campaign for governor or senator or president. The radio and televi-

sion spots and the computer-gener-ated letters employ the same sys-

tematic exaggeration and repeti-tion. Justice Bird was defeated on

October after his bosses phoned him in Johannesburg to say that the rival commercial channel was preparing a feature on famine in Africa.

judges themselves were out-of-the-ordinary individuals. Justice Bird, the first woman to serve on the

California Supreme Court, was ap-pointed by Governor Edmund Brown Jr. By the time she faced the voters for confirmation, Mr. Brown was out of office and out of favor.

Judge Bork, a scholar and teacher whose writings offer endless fodder for intellectual debate, was named

by Mr. Reagan in the twilight of his

by the residency, when other politicians no longer feared his power. Hard-boiled political analysts can look at the two cases and szy. "Tough luck, Bird and Bork. Your

names came up at the wrong time,

and your opponents were smarter, meaner, better-financed and more

aggressive than your supporters.

That's the way it goes."

without new aid, but

TV is tired of Africa.

Mr. Buerk returned to Ethiopia in

The powerful film that resulted from this trip was due partly to unusually good photography by his camera-man. Mohammed Amin, and partly to way to more immediate concerns. By September 1984, ABC did de-cide to go into Ethiopia. But the trip

hit in the stomach. Immediately af- munist Party. With the Communists ter the transmission ended the on the margin, the stakes of the strugphooes rang off the hook." gle are lower for all but the classe

CBS and ABC and networks all over the world took up the story, mak-ing it an unparalleled cause celebre. NBC said that it would run continupolitique, the wonderful French phrase for the small group that lives off practicing, watching, or backing politics. This shows in the petty, personal

ous reports on the famine. To their credit, the Western media stayed with the story for more than a America, the candidates are all year. Bob Geldof's Live Aid concert in July 1985 and the Sport Aid races in May 1986 helped keep it going. But inevitably, interest waned.

known, though several have not yet declared, and none are being knocked out. The big surprise would be if Mr. Mitterrand retired, which is not likely. Mr. Chirac and former Prime Min-By early summer last year the spotlight was all but numed off. ister Raymond Barre are the main This time around, one wonders contenders facing him. The role of what it will take to switch the televi- Jean-Marie Le Pen, the nationalist

sion cameras on. Compassion fatigue is running deep. Africa's wars and its battle with AIDS are more visually nasty, it does not change the basic nasty, it does not change the basic compelling stories. Even they often produce a shrug of indifference. shift of contention to control of the growing but ill-defined center. Africa is torn end to end by seem-

ingly intractable problems. What it extreme-right fringe in France, waxing badly needs is steady commitment and waning in response to single is from the outside — not just sacks of sues. In the 1960s, it was Pierre Poubadly needs is steady commitment is from the outside — not just sacks of s grain sent burtiedly during crises j of drought and bunger (though such aid is important), but a long-term effort to help construct and sustain agricultural projects that can jade, whose movement was against rising taxes. In the 1970s, it was Philippe Nicaud, representing shopkeepers up in arms at the rise of supermarkets an attempt to stem modernization of the reverse the downward slide.

retail distribution system. Mr. Le Pen's issue is uglier: racism Thanks to the outpouring of gen-erosity in 1985, there is a good deal of that under way. But new commit-lenging the traditional French sense of identities the outpouring of gen-and the advent of multiethnicity chal-lenging the traditional African ments are needed every year, even identity because of Arab and African when the TV eye is averted. Putting immigration. But that, too, will fade African agriculture back on its feet because the immigrants are here in stay and will eventually assimilate. is the work of a generadon, and television should do its part to keep As it prepares for its bicentennial, republican France is settling down. It reminding us of that. International Herald Tribune.

is a good sign for France's allies. All rights reserved.

The New York Times.

There has always been an endemic

### 100, 75 AND 50 YEARS AGO

### 1887: Russia and France

PARIS — The Figaro publishes a dispatch from Dunkirk giving details of the speech by Grand Duke Nicho-las of Russia. The text i: "France is managing for her manage and the is preparing for her revenge, and she is doing well. Nevertheless, she shows much good sense in not allowing herself to be excited by the continual verations of ber neighbor. She must continue to make ready and to perfect continue to make ready and to perfect her armaments, while turning her sol-diers into such heroes as by their great feats of arms they have made a name in history. Russia, on her side, is not inactive. Her principal aim is to destroy the influence of Germany Before long our Government will be entirely composed of men whose sympathies are French. Until that time, let France remain calm ....

### 1912: Treaty Is Reached

GENEVA -- Italy and Turkey have

1. Italy's sovereignty over Tripoli and omnion of the Aegean Islands to Tur-key. 4. Turkey undertakes to withdraw her troops from Libya and to do her best to persuade Arabs to submit to Italy. 5. No indemnity to be paid by either of the belligerents.

### 1937: 'Cute Things, Men'

Opportunity

class?

clouds to

à .

PARIS - [A reader writes:] Nice of the men oo that [first] mixed jury in New York to say that the women were "very intelligent." God help us if we were not as much so as the men. Men make the laws, that is one reason why coffee is up sky high, and according to a report I read, Brazil a will burn 70 per cent of her crop this year. Cute things, men, aren't they, if that is the best they can do. That being reached an absolute agreement on the principal points of a treaty. They are: that is the best they can do. That to any only one instance of the waste that goes on because of the fool laws.

# in the

sat on a wall ...

the false allegation that she was "soft on crime," because she had voted "wrong" oo case after case bork is succumbing to case and take Bork is succumbing to the false charge that be is "insensitive to personal rights." because he has been "wrong" oo cases of impor-tance to women and minorities.

Bork goes down, it will be for the With both, political opponents same reason. Once that gun is drawn, every judge and judicial ap-pointee can be held hostage to the overlocked the judges' claims that they were applying the law as it came to them. In both cases, the oppopopular passions of the moment. nents ignored the fact that if the judges truly were extremists, as charged, their views could not easily Something precious and vital to American democracy will be gone. prevail among their presumably mainstream colleagues on the bench. There is irony in the fact that the battle against Justice Bird was orga-In both cases, the opponents were emboldened by the fact that nized by the conservative supporters of President Reagan, who is decrying the assault on Judge Bork. the elected executives who appoint-

and angry majority, when a presi-dent wants to seize the steel industry or conduct mass arrests of demonstrators - that the independence and integrity of the judiciary is America's most precious resource. Candidates for elective office now routinely face battering by public emotions created, through the mass media, by opinion manipulators. To subject judges and judicial appoin-tees to the same propaganda torture tests, whether from the right or the

left, does terrible damage to the un-derlying values of American democracy and the safeguards of freedom. ed the judges no longer enjoyed great public confidence and the

No one wins in such games. The Washington Post.

But watching these tactics ap-plied to judges is scary. It should send shivers down the spine of anyone who understands the role of the judiciary in American society. History has been marred by mo-Robert H. Dumpty

ments when a passion scizes the people and goads them to demand extreme action. Genuine conserva-

tives, from James Madisoo to Robert Tafi, and genuine liberals, from Thomas Jefferson to William Douglas, have understood that in such moments, the majority will howl that the offending persoo's or group's property be seized or their liberties suspended. It is precisely at such moments when economic or political freedom is threatened by an overwhelming

#### **INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987**

**OPINION** 

### At Last, for Steinem's Ms., Money to Go With Respect

#### By A.M. Rosenthal

N EW YORK - Two men are sit-ting in a restaurant. They see a couple of women they know at another detractors would agree. Betty Friedan. table. One of the men gets up, walks over and says, "Say, what are you two girls doing here alone?"... The preview issee of Ms. magazine

jį.

was supposed to come out sometime in the winter, but the editors were not sure eractly when it would be ready. So to be safe they pot SPRING on the cover. It came out in January, right on time. That was in 1972 Since then Ms. has been printing on time every month, great-

#### ON MY MIND

ly delighting most of its readers, greatly initiating its critic, influencing bigger and richer women smagazines, becoming a symbol and megiphone for one of the most successful and pervasive social crusades of the century, the women's move-ment. And not miking a dime. Gloria Steiners, one of its founders,

usually took no talary, and the rest of the staff accepted wages that would have meant picket lines elsewhere. The demographics were good (this is pub-lishing jargon for well-educated readers with money to spare). Advertisers said they respected the magazine; they just did oot advertise in it much.

So Ms. Steinan and her colleagues had to look for somebody to buy Ms., at no profit to the creators, and guarantee enough backing to keep it going for some years. John Finfax Ltd., Australia's second-largest media group, came along with what MJ. Steinem was looking for: "real feminists with real money."

Two Australians - Sandra Yates as publisher and Anne Summer as editor - will take over from Ms. Steinem and Patricia Carbine, the co-founder, if the deal becomes final. Then Ms. Steinem can stop running herself rag-ged raising mooey for Ms. But before she settles down to just writing for the magazine, she is working to convince readers, advertisers and staff that Ms. will be the same, only a little rich.

#### For Wives, It's Different

E LIZABETH DOLE resigned to help will keep his Senate seat. "It's somehow different for wives," the transportation secretary sail. By resigning, she rein-forced the inequity. She assures us there was no suppliant pillow talk. Instead, the unchanged conventions of society directed her to abandon her professional au-tonomy and rive up a job she says she loves. The odds are Mrs. Dole won't get to the White House. She has provided a sad example for working wives.

-Jean Balar, a history professor and biographic of Mary Todd Lincoln, writing in the Los Angeles Times.

• • •



recognizable throughout much of the world. Much that is printed about her attributes her fame largely to her ap-I CAN'T GO ON . I CAN'T CATCH UP WITH YOU. THE WHOLE SYSTEM IS UNFAIR!

pearance. Nonsense; many women are-attractive and chic, but they do not achieve international reputation. There must be something more; there is. I have known Ms. Steinem since my

reporting days in India, where she was studying on a scholarship. Many of her political opinions, the people she admires and her romanticism about the Third World normally would give me hives. But she is wonderfully good to talk and argue with. There is an intensity and sharpness of mind, but also a civili-ty of discourse, an ability to explain and teach, that come across in a living

room or a lecture hall. That ability to differ strongly without assuming enmi-ty have made her valuable for the movement, outside as well as within She reminds me, in those traits, of William F. Buckley, a thought that f trust will test the equanimity of both. Like other feminist leaders, Ms.

Steinem thinks more about what remains to be done than what the move-ment has accomplished. She says the day will come when women's organizations are oot needed - in about the same time as men have banded together, 10,000 years more or less. But even short of that day, the move-

ment has accomplished enough so that young women, its chief beneficiaries, take what it has won for granted. One of the gains is the ground won by Ms. Friedan's teachings that the road a woman chooses is right as long

as she is free to choose it herself. One important current case: There are feminists who criticize Elizabeth Dole for campaigning for her husband instead of staying in the cabinet. But it

was her choice, and she is campaigning as a politician for a politician. She may do at least as much for the political power of women in the United States as for the senator from Kansas. Ms, Steinem might debate that, But there is no debate that she and Ms, are part of feminist accomplishment. The reason that people can laugh when she tells the story about the man in the restaurant is that women like Ms. Steinem have made it seem so long ago.

The New York Times.





#### LETTERS TO THE EDITOR

#### In the Light of History, Bork Casts a Revisionist Shadow

So. PERMAP

THE BEST.

Celebrating the anniversary of a doc- judiciary; a judiciary which is indeed ument, even if it is the "sacred text" of the most wonderful form of self-govern-ment yet invented, is odd. If I had been political not only because it finds its power in the supreme political docu-ment but more fundamentally because home I would not have traveled to Philaits original and enduring role is to predelphia for the parades and oratory. serve individual freedom even against delphia for the parades and oratory. Such activities do not summoo the ap-propriate sense of reverence or grati-tude. By good fortune, however, I was invited, beginning on Sept. 17, to attend a three-day colloquium on "The Theory and Practice of Constitutional Governthe will of democratic majorities. In our time this has meant that the U.S. Supreme Court has opened the way for racial integration in schools and workplaces; has helped to enfranchise large segments of the citizenry previous-ly excluded by malapportioned districts, ment" in the Palais de Luxembourg, the splendid Paris quarters of the French Senate. The hall echoed with the thoughts of great men of the Enlightenproperty requirements or literacy tests, has made it possible to reduce discrimi-nation in poblic accommodation, the workplace and housing; has resisted the tendency of religion to intrude into gov-ernment's secular functions; has exment, as American and French scholars engaged in theoretical discussions that transported this listener back in time.

One nagging thought, however, pulled me toward the present. I could not forposed and eliminated some of the diverse forms of sex discrimination in get, as I sat listening to the strains of constitutional history, that the Judiciary Committee of the U.S. Senate was lis-American society; and, to a degree, has shielded individual autonomy against the imposition of the moral judgments of politically powerful groups. Each of these developments has oc-curred through the traditional judiciary process of elaboration of the text and case law of the Constitution. Most of these tening to a different voice on the subject of the intentions of the framers and the meaning of the U.S. Constitution — the voice of Judge Robert Bork. There was little in Judge Bork's view

that reflected the importance of the judi-ciary's role in maintaining the division of powers which Madison, and Montesdevelopments have been embraced by society and incorporated in state and national legislation; none has been rejectquieu before him; deemed so crucial. ed by lasting majorities. Yet every one of Nor did he seem to recognize that the these advances, at one time or another, liberty of individuals, the security of which Jefferson and later the framers considered the primary purpose of gov-ernment, could not be guaranteed by any set of words alone but required institutional and according institutional has been opposed by Judge Bork. When one is privileged to reflect upon the Constitution in the light that history sheds, a light that reveals not just words but the enlightened concepts of its authors, French and Ameri-can, then one realizes that Judge Bork is a constitutional revisionist.

institutional and procedural protec-tions. Nor did he seem to appreciate the perceptivity of another French observer, de Tocqueville, who noted that the mique contribution of the American Constitution was that these institutional Constitution was that those institutional and procedural norms were to be estab-

> .

third century of constitutional rule the true voice of history still speaks to us. ARTHUR L. BERNEY. Geneva.

The writer is a professor of constitu-tional law at Boston College.

Regarding the opinion column "Free Speech: It's Bork Vs. Tradition" (Sept. 4): Anthony Lewis asserts indignantly

that Judge Bork "wants to tear up set-tled understandings of the U.S. Consti-tution, root and branch." Mr. Lewis had quite a different atti-nude in the Alan Bakke case in the '70s (in which Mr. Bakke, a white man, claimed "reverse discrimination" after being denied admission to a California medical school; the Supreme Court ruled be must be admitted. Then, he was against "legal absolutes." I quote from his column of Sept. 22, 1977: "In an often lawless world, it is good that Americans thirst for principle. But we put too much on even our remarkable

"a right to privacy" established by the U.S. Constitution should be turned on its head. The point is whether the Constitution takes away from the individ-ual his or her right to privacy, which is a natural one, and gives a right to intrude

London.

There is every appearance that the

Senate, in the exercise of its constitu-tional role, realizes this and will say "no" to his nomination. If it does it will

borne out by his statements and judicial record. William Safire has confused "conservative" with "reactionary." KEITH ERVIN.

Judge Bork objects to the Supreme Court decision in Griswold vs. Connecticut on the ground that he can detect oo guarantee of the right to pri-vacy in the U.S. Constitution. I would have thought that the use of contraceptives in the privacy of ooe's home was protected by the right to "liberty and the pursuit of happiness."

GRANT BROWN. Oxford, England.

Paris.

#### The Reality of Race

I can't get my mind off Anthony Lewis's opinioo column, "For the American Far Right, Black is Red" (Sept. 21). It should change some readers' views. Unfortunately, it will oot. Disraeli said it all a long time ago: "The only truth is race. There is no other."

After years of watching Californians vote on various initiatives. I've reached the point where I believe that if a secret ballot were held on the issue "Should blacks be returned to slavery?" there would be a two-thirds "yes" vote! The Falweils and Helmses take advantage of this to get money and votes.

What can be done? I don't really know. Change will be long and painful. FRANK BRADLEY.

Melbystrand, Sweden.

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's sig-nature, name and full address. Let-ters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

### From a Bookstore Window, A View of Drugs and Guns

#### By Colman McCarthy

DETROIT - Men of action who city not that took 43 lives and destroyed 1,300 buildings, Mr. Vaughn has owned ward Vaughn is among the few. He has been an executive assistant to Coleman Young, the mayor of Detroit, since 1982. He is the door to Mr. Young's office, the hinges of which shake daily

MEANWHILE

1,300 buildings. Mr. Vaughn has owned and run what is now considered the oldest bookstore in America to specialize in Afro-American history, an intellectual passion that he indulges with regular journeys to West and East Africa.

This afternoon he is in northwest Deexplaining the lay of the land, "In the middle of this block," he says, "is the mosque where Malcolm X was once minister. That was in the early 1960s."

As he tells stories of local heroes from the singer Aretha Franklin, whose father was a minister, to the Reverend Martin Luther King Jr., who was a regu-lar visitor to Detroit's churches — he also remembers black writers like Jean Toomer, Claude McKay and T. Thomas Fortune. He has sold their books for oearly 30 years, becoming sold himself on the belief that passing on black culture to Detroit's young is as important as any-thing he does for the mayor.

Though large, Mr. Vaughn's contribution is but a drop of water in the city's deep well of chaos. Motown is now Guntown. Schools are shootiog-galleries. Fourteen teen agers were shot and killed over the Labor Day weekend. Forty-three died in 1986, with 365 wounded. This year the death rate has increased.

"Drugs," says Mr. Vaughn, "are the major problem. If drugs were eliminat-ed, we wouldn't have much of a prob-

lem. It's not so much that the kids get booked on drugs. They sell them." "This is the first city in America that I know of," he adds. "where kids were brought in to sell drugs."

Mr. Vaughn did not learn this by reading reports on the drug crisis. He saw it through the window of his store, reginning in the mid-1970s.

As drug selling increased, book selling decreased. Some years, Mr, Vaughn, had sales of \$500,000. Wheo the gross went below \$20,000, he entered poliocs. In 1979 and 1980, he served in the state legislature. Before that, he taught African history in Detroit universities.

Mr. Vaughn recalls that the mid-1970s was also the time when schools began to lose interest in the teaching of black his-tory and culture in high schools and colleges. And he says, political erosions were occurring: "the moving away by the federal government of programs designed to help the black community."

In the early 70s, after the fires were put out in Detroit, Los Angeles and other cities, black pride was used as a social force, Edward Vaughn believed in it and built a small business around it. His store was able to compete in the marketplace against every business but the drug business. When the handguns come out and are fired in the war over drug profits, not only teen-agers are being killed off. Books and ideas are dying, too. Washington Post Writers Group.

### K.H. HECHT. Solna, Sweden.

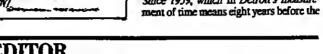
indicial institutions if we ask them to reduce shifting and indefinable social problems to legal absolutes."

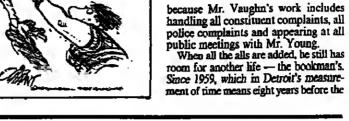
The question about whether there is

upon it to some other party. ELIZABETH YOUNG.

Regarding the opinion column "And in the Opposite Corner, A Senator Out of His Depth" (Sept. 22):

Constitution was that those institutional tional role, realizes this and will say Judge Bork is not being "bespattered and procedural norms were to be estab- "no" to his nomination. If it does it will with charges of racism, sexism, hypoclished and preserved by an independent demonstrate that as America enters the risy and dishonesty"; these charges are





Page 9

## A first-class gift idea from Swissair.

. . . .

Opportunities to give pleasure are often easier to find than the appropriate gifts to go along with them. So if you're looking for a unique and exclusive way to reward a deserving employee, good friend or even yourself, why not do it with a touch of class? That is, with a First Class Swissair ticket. Offering entry into their luxurious world above the swissair clouds to over 100 dream destinations the world over. A loftier gift idea just couldn't be imagined.

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

### **ARTS / LEISURE**

### **Rise of the Byblos Woman**

Compiled by Our Staff From Dispatches M<sup>1LAN-Mi<sup>2</sup></sup> seems to have discovered the fountain of youth. adopted the party line in full petti-coated floral print minidresses with oversized puffed sleeves, and matching wide-brimmed hats. The

Gone are the days of classic tailored clothing that put this staid northern Italian industrial city on the fashion map, replaced by clothes so young and sweet they could be hits at a kid's birthday party,

Springtime romance and freshness permeate the runway of the colors for his miniskirts and dress-Trade Fair Center where the top Italian designers are presenting their spring-summer 1988 ready-towear collections this week.

It is bard to imagine next summer's Milan lady anywhere near the office in her ruffled miniskirt. spiked beels and short bolero jacket to reveal plenty of bare midrifi.

more practical for city life, are the with a rusty terra cotta. myriad of short chintz party dresses in delicate floral prints, with sunhats.

Best at this look were two ro- them, mantic Englishmen. Keith Varty Ro and Alan Cleaver, who designed the Byblos collection.

The Byblos woman has never heard of the industrial revolution or the feminist movement, and like her turn of the century counterpart. strolls blissfully through the park — symbolized on the runway by a peach colored willow tree — in flo-ral printed party dresses and wide brimmed straw hats laden with silk toses and complete with heavy lace veil. She wears long gloves and her harr is pinned up in back by a floral carrette.

As an extra party favor, Byblos offered a series of gaily colored super short full skirted linen dress-es in bright fruit shades, which were paraded down the runway to a 1950s hit tune "Lollipop." Karl Lagerfeld for Fendi also

facetious designer, however, completed the outfit with white knee socks and white sneakers with bright lipstick red laces: the new Fendi warm weather color.

Along with the chintz floral patterns. Lagerfeld favored youthful taffeta plaids, and cheerful garden

Tai and Rosita Missoni paired short snug jackets and waist-length summer-knit cardigans with bubble skirts, tiny tubes and shorts. The Missonis are famous for the way they put colors together. This time they combined soft old tose with violet, lemon yellow and char-Perhaps less eve-catching, but no treuse and dark blues and greens

The models wore lace stockings with flat sling-back shoes, pigtails hooped skirts and demure pulfed down their backs and versions of sieeves and such accessories as tiny the flat-brimmed Chinese coolie white gloves, corsages and straw hat but the Missoni prints often had more of an Aztec look about

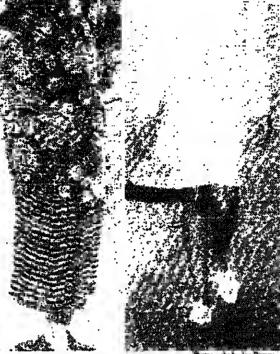
> Romeo Gigli has developed his own style, which involves clothes in stretch fabrics that are fitted so snugly no bulge goes undefined. Short tight tops bare a sliver of flesh at the midriff. Still, his newest blouse falls from small, natural shoulders and billows out around the hips. He says the shape reminds him of an upside-down flower.

The blouse is usually shown with pants, and, in fact, his collection has quite a number of pants. They are also shown with either snug or oversize jackets. does the designer.

Why so many trousers this time, Gigli was asked. "Because I don't like poul skirts," be answered. His models look less dreamy

than they did in earlier shows. Their hair is slicked back into knots and anchored by many silver-col-





The Byblos look for evening (left) and daytime.

rettes, all worn at the same time, editors and buyers, like a bunch of its way through the shows.

The big question is. The by the conventional fashion given wear such youthful attire? by the conventional fashion given "It's not enough to be young at heart," said a buyer for a New York heart," said a buyer for a New York base to have a Said Lagerfeld of his new collec-

tal secrets.

disapproving chaperons, clucked The designers are unconcerned

Three Plays By Dramatist Of Promise

By Sheridan Morley International Herald Tribune ONDON — Sam Walter's Or-L ange Tree in Richmond has long been among the best and brav-est of London's fringe theaters, and with "Definition" to Balance and a social bigotry. These bickering, semi-detached, inconse-quential chats are laced with the with "Definitely the Bahamas" he acid of real hatred and the blood of marriages in decay. establishes Martin Crimp as a dra-Crimp is a writer to watch or at matist of considerable promise. Hitherto best known for radio any rate overhear, and it would be

good to find his talent for sun-baked desolation turned next to-THE BRITISH STAGE ward a jess fragmentary full-length scripts, Crimp is evidently aware of plot.

At the Everyman in Cheltenham,

Prospero Suite."

old Hollywood movies.

critical autobiography is not auto-matically the stuff of a two-bour stage debate that seems to drag on

for several days. John Doyle directs a long-suffer-ing cast on the principle that if they move around a lot and start occa-sional games of chess, we might get

distracted from some of the more

inane and arch stretches of the dialogue. Cheltenham has an encbant-ing and well-run theater, but if it

puts on many more plays like this it

will also have an empty one. 

his proximity to another master of the unspoken threat, Harold Pin-

ter, who also started out in radio. Warner Brown's "The Prospero Suite" is a stunningly, if uncharao-He gives at least one of his three new one-act plays "A Kind of Ar-den," a distinctly Pinteresque label, while the second, "Spanish Girls," teristically terrible, little play that while the second, "Spanish Girls," sets out from an intriguing and has a program quote from Pinter, partly factual premise, though its and the title piece seems strongly faintly documentary base is no-evocative of "A Slight Ache," as a where acknowledged. Several years suburban domestic haven is invad-ed by a mysterious stranger able silently to uncover its ghastly mari-of a gathering of New York movie al secrets. Yet Crimp has his own dramatic damnation of his current produc-

paths to chart, and they are won-derfully followed by Alec McCowen, who has directed the When he did eventually return to them with a new film after more trilogy for the stage but not been afraid of its radio origins and the than a decade in self-imposed exile, correspondingly long, motionless it was generally acclaimed as a clas-stretches of dialogue. sic and the very same American

stretches of dialogue. In the first play a young married couple (Amanda Royle and Rob Edwards) on boliday in the Carib-what amazed that he had taken Edwards) on boliday in the Carib-bean strike up a poolside conversa-tion with an older woman (Hether much to heart. their previous assassination so very Brown's drama wonders vaguely Canning), in the course of which it Canning), in the course of which it Brown's drama wonners vaguely becomes clear that her husband is what might have happened in the dying of something unspeakable years of enforced semi-retirement, indoors and that the young man, and tries to deal with a vast range already proud of baving had his of allied questions about critical wife sterilized, is uninclined to do anything about it. The setting is a New York hotel

anything about it. In the second play, Edwards is the son of a Holocaust victim going to Spain to confront a dying Nazi war criminal (John Moffatt in the mathematical and the same way. There we are introduced to the director (James Greene, looking performance of the evening) only director (James Greene, looking to find bitle more than an old man in love with his garden and horri-in (Hazel Douglas, looking about

in love with his garden and horri-fied by the new skyscraper across the road. In the last and longest play, Mof-fatt and Canning are a middle-aged married couple able only in passing to refer to the violence that lies just out of range of the family snap-tores family snap-tores family snap-statt and the rest of the script and therefore know ahead of us that it isn't going to get any

us that it isn't going to get any shots. All three scripts suggest a brittle, better.



In a series of rambling, echoing trend-setting audiences about the Until you have watched right acChan

and vastly portentous speeches Brown sets up the notion that great tors on an empty stage crashing into each other while performing a ritual dance of death, yon have no artists ought to be allowed to make masterpieces without interference, and that critics ought to be kept in their place, this last a theory I wool-ily endorse if it means somewhere who wants to say something about well away from disasters like "The who wants to say entering about inner-city personal decay but has yet to decide quite what. Accord-ingly we get a lot of the agony as a night community of derelict Halfway through its first scene the author seems to have realized that there may be a certain lack of drunks, addicts and loonies faces activity here, so we then get an offstage suicide, some tricky jug-gling with time present and time past, and a lot of arch references to up to the occasional medical raid, but none of the character insight or communal drama that might have led to a coherent comment. Where If you locked someone up m a O'Casey's people lay in the guner If you locked someone up in a darkened room for several weeks with nothing but "Sunset Boule-vard" and "All About Eve" for company, this is very possibly the kind of nightmare plot that might emerge. It is mainly notable for lines like "it takes it out of you, being a genius." as well as a breath acters seem to have been assembled being a genius," as well as a breath-taking failure to realize that an anas case studies rather than real peoecdote which might have made a couple of useful paragraphs in a

Thin lines of plot concern a mad mother's search for ter missing baby and a vague desire to clean up people as well as neighborhoods, hut in this urban English "Lower Depths" there is the constant feeling that both the playwright and the director (Lindsay Posner) would perhaps have preferred to have been out there with a docu-mentary unit filming the real horror instead of having to re-create it in artificial studio-heater conditions, Sketchy, fragmentary duo-logues and an occasional shriek of random despair add up to a re-Upstairs at the Royal Court, Gregory Motton's "Ambelance," is one of those scripts the manage-ment periodically enjoys staging in order to remind its affluent and

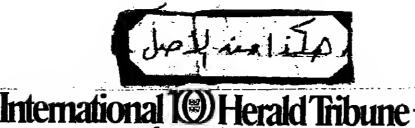


The hig question is: Who can

boutique. "You have to have a voung body and face to match." oung body and face to match." tion: "It is intended to give women If there was a party mood on the

ored headbands, combs, and bar- runway, the audience of fashion They look more assured, and so





MARTINI&ROSSI

**VERTISING SECTION** 

**ADVERTISING SECTION** 

### A WOR ΉE COUN



is on the making life exceptional OUNTFregorio Rossi, who has tasted on of the 300 different beverages inufactured by Martini & Rossi, sont the morning reviewing a new Mrtini advertising campaign at the ompany's offices on the

champs-Elysées in Pal. Rossi, who was sorn in Tonno 50 yearago and now lives between Italy, P\$ and Spain, expressed concern abouthe need to maintain Martini's findly public image. He requested the modifica-

tions in the to-be-telesed presentation, discussed legal ramifications withe corporate lawyers and then chatted about thrompany which his family founded in the mid-19 century.

#### What do you think he word Martini means to people?

Whether they drink Mrtini or not, people usually have a positive reaction when they hear "Martini" because of our trendytublicity and highly visible sponsorship activities

Many people knownar Martini is a light, wine speritif but few recenize it as the best-known product; of the Gerral Beverage Corporation (GBC): a multination company specializing in the production and dtribution of alcoholic and wine beverages.

Ard few consumerare aware that many other products - Porto Offy, St.-Raphaël, Noilly Prat, Wikiam Lawson's Ognac Gaston de Lagrange and Vodka Eristoff -belong to a private parent company with over or billion dollars in annual SICS.

We are a global corem and Marrini's evocation if both the exotic and onvivial is an ideal corpoate symbol for a mitinational company with Italian roots.

#### Why haven't you tken General Beverage Corporation publ

A lot of bankers and jokers want us to go public and it is a fashionale and seemingly profitable operation these days But we don't want to make this move because whave developed sufficiently not to need outside caital. And we do not want to be compromised for he time being by the constraints of having to hswer to public shareholders. We prefer to be fast-foving, flexible, and independent.

Are you planning more acquisitions or new market deveopments? Out strategy is to uild or acquire international heards within the alpholic drinks sector. We want

### BRINGING BEVERAGES TO THE WORLD

ENERAL Bev age commands. Indeed, GBC companies Corporation, a h ling combine to form an international procompany whose thief duction and distribution system that asset is the Martin & would be difficult to tival. Thirty-two

Rossi beverage em- million cases, or some four hundred

Brazil, Argentina, the United States and other countries.

from 1879 when Teofilo Sola was Gaston de Lagrange, Calvados Boubought out. Though Martini & Rossi lard and Nutsy salted nuts. As a result

related products in different countries. In France, these products include Pas-The name Martini & Rossi dates tis Duval, Rum Duquesne, Cognac

BACK TO THE SOURCE

MYRIAD of exciting aromas including mint, caramel and some of the two hundred herbs and spices mixed and macerated to create the vast array of Martini & Rossi products - linger everywhere at the company's 15-hectare facility near Torino. And Emilio Marocco, one of the fitm's managers, instantly identifies every one of them as he sttolls through buildings where a variety of beverages are manufactured, bottled, stored and shipped.

This area of northern Italy has been a production center of mixed wines, vermouth and liqueurs since the Renaissance, Today, four million cases of different beverages are produced here yearly by 300 employees, making this the largest of Martini's 23 production sites throughout the world. Fifty petcent of the output is sold in Iraly while the remainder is shipped to countries where there are no local production facilities, like the United States and Canada.

The facade at Martini & Rossi's traditional twostory Piedmont villa is decotated with the corporate name and the installation is like a small city, containing its own herb garden and a street named via Roma. Walking through the complex, with its surptising smells and intricate machinery, is a bit like being a kid at a chocolate factory. The calm of the sedate company town with a population of 500 is interrupted only infrequently by the Rome to Paris train.

A tour of the site ranges from the manufacturing and bottling of the world's most popular fruity sparkling wine, Asti Spumante, named after the nearby town of Asti, to the herbal room which contains the secret blend that makes Martini Martini. In a laboratory, technicians are checking the quality of Vodka Eristoff, China Martini and other Martini & Rossi products.

"Quality and control at every step of the production process are the key to Martini's success," Marocco explains, berting a visitor he can taste the freshness of aromatic Muscat grapes in a justopened bottle of Asti Spumante.

But the large wood and steel storage containers, high-tech bottling machines and quality control laboratory vividly contrast with a stunning subterranean Marrini museum that attracts 30,000 visitors a year

Located in the renovated brick-lined cellars, the 18-room museum opened in 1960 and initially included artifacts assembled by Lando Rossi di Montelera. Today its 500 Etruscan, Artic and Apulian objects, collected with the assistance of the Italian Department of Culture, stace winemaking from the seventh century B.C. to the present.

good same brands with a long-term future and out past acquisitions inlicate the type of well-known comranies we seekto purchase. Once we have a parreular product ifour stable, we use our marketing, commercial an distribution machine to best position and sell it. We currently lack a champagne and may make further acquisitions in the wine sctor.

The products wehave acquired are still increasng market penetration and we would like to make ill these brands as popular as Martini. This requires a well-orchetrated mix of marketing and the distribution of good, irreproachable products. We are forming aspeiations to speed this process. For example, early this year we began using Bacardi Imports agour distributor in the U.S.

#### What is Martin & Rossi's principal challenge during the next five years?

We hope to maistain out steady progression of five percent anneal growth in volume and ten percent in sales. We want to continue improving our dynamic and innovative management structure. And we must keep producing high-quality products facked by a vast promotional effort and an expanding distribution network.

-Joel Stratte-McClure

pire, is complete private and not likely to become symbol on any stock exchange. Fount Gregorio Rossi, a managing denter of the Group and member # the Rossi di Montelera family, desendant of the original founders of Manini & Rossi, explains that the orthogon does not require external finncing and its shareholders intend | keep GBC completely in their birds in order to maintain independence and

flexibility. Yer GBC has become a \$1billion company with 4,200 employee manufacturing and selling over 30 products through 80 subsidiaries and affiliates in 25 countries. The Group, a holding company, is run h GBM (General Beverage Management), whose managing directors ar Count Gregorio Rossi and Marquis Fianluca

Spinola, assisted by Maurizi Dorario and Fernando Pique. Analys agree that GBC's prowess in the empetitive wine and spint industry | largely due to the distribution new k it

million bordes, of beverages manufacrured by Martini & Rossi are sold each year. And besides giving the group a solid strategic direction, GBC, through its specialized subsidiaries, provides overall marketing, technical, financial, admitustrative and data processing services. All this is a long way from the origins in 1863. Then three partners - Alessandro Martini, Teofilo Sola

and Luigi Rossi - rook control of an established 18th-century firm in Torino, Italy, which had been producing vermouth, a wine that incorporates aromatic substances and bitter plants. The new owners moved the headquarters to Pessione, today only a chirty-minute drive from Torino, to be closer to the port of Genoa. They

almost immediately extended their business throughout Europe and to

is the most prominent brand name in the eyes of the general public, other companies under the GBC corporate umbrella include William Lawson's Scotch Whisky, Glen Deveron Single Malt Whisky, Cognac Gaston de Lagrange, Noilly Prat, St-Raphzel, Bosford Gin, Vodka Eristoff and Porto

Offley. "Our strategy is to diversify within the beverage and beverage distribusector and to have a presence tion among an increasingly wide range of different alcoholic drinks," explains Rossi, noting that GBC bas also taken financial participation in distribution and finance companies. "But there has been little incentive to delve into unrelated fields."

One of GBC's notable acquisition philosophies is to purchase and promote national bellwether drinks and

of such diversification, competition varies from market to market.

The majority of GBC's business today is within Europe. France, which counts 20 GBC subsidiaries of affiliares, Italy, England and Spain are easily the largest markets. Beyond Europe the company is best known in South America where there are, for example, thirty different products

sold in Uruguay. Martini & Rossi products are often produced in varying strengths according to national legislation governing alcoholic content in different markets. But the Martini colors, logo and advertising campaign are the same worldwide.

"We were one of the first companies to recognize the value of international advertising and we spend ten' percent of out revenue annually keeping our products in the public eye." concluded Rossi. "People know that they can find Martini and other products in their home town."

- Joel Stratte-McClure

The oldest objects in the museum, which emits only a slight hint of must and aromatic herbs on tainy aurunn days, are Apulian "olpi" used for pouring wine and decorated in early Geometric design on terra cotta.

One room is devoted to wine presses, including those of Pliny and Caro which were in wide use until the first century. Another chamber features ornate and colorful agricultural carts employed to transport grapes during 18th-cennury festivals.

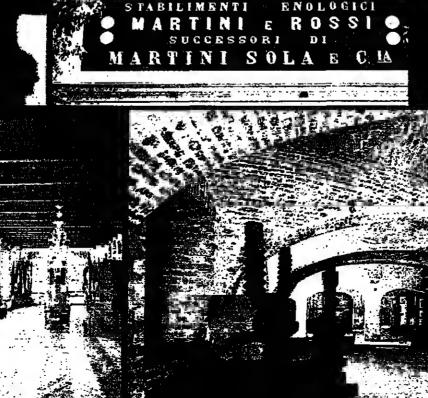
"The museum gives a touch of Dionysius to contempotary Martini & Rossi," explains Marocco, as he taps one of the old wooden casks and points out a bust of Bacchus.

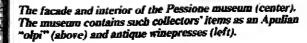
After the tour, visitors are taken to an expansive toom where barman Giuseppe Finello, once he ascertains that they are not spying fot a rival, mixes his latest creation. On the wall are plaques showing prizes that Martini won decades ago in St. Louis, Budapest and Dublin. And behind the bartender are the wide range of drinks elaborated by Martini today.

"The beauty of the latest exhibits in out museurn," Marocco says, pointing to the wall of different beverages, "is that they have great value but can still be consumed."

--- Joel Stratte-McClure

Count Gregorio Rossi di Montdera.





#### ADVERTISING SECTION

INTERNATIONAL TREKALD TRIDUNE

# MARTINI&ROSSI

HE people who market Martini like to think the beverage could sell itself. But Martini & Rossi is universally renowned for the seductive and sophisticated advertisements for its products, on which it annual-

ly spends around \$60 million (just for Martini). Martini & Rossi was one of the first companies to create international advertisements employed in different countries with modifications made only to the language of the text of script. The practice began over fifteen years ago and established the company in the vanguard of advertising.

"Martini sets the pace and has become a case study for pan-European and international advertising." explains Martin Mayhew, executive creative director for McCann-Erickson Advertising Limited, the agency which has handled the Martini & Rossi account for 17 years. "Togethet we market Martini by creating visual dialogues that everyone, in any market, can understand."

Martini accounts for 60 percent of Martini & Rossi's total business and currently dominates its product advertising campaigns. The best-selling Martini & Rossi product is still Martini Rosso, lollowed by Martini Bianco, Martini Extra Dry and Martini Rose.

Each of the different products teflects an individual taste, market segment and promotional slant. Martini Extra Dry, aimed at the up-market male, is considered the most sophisticated and prestigious product. Martini Bianco is refreshing, light and targeted at a younger market which equally enjoys Martini Rose's floral, fruity fragrance and taste. Martini Rosso, the best-known brand, with an intense reddish brown hue, is simed at a broader market sector.

White, red or rosé, Martini is consumed straight, in cocktails or as a long drink depending on the consumer, country or mood,

The Martini word is spread primarily through film and television commercials. But the Martini message is clear in any media: You don't just buy the Martini bottle and its contents, but ambience, mood and atmosphere. Advertisements, employing an upbeat and memorable musical jingle, promote the idea that Martini is the tight drink "Anytime, Anyplace, Anywhere,"

"The challenge is to keep Martini as up-to-date as the consumers who drink it," says Mayhew, who notes that though the Martini musical score has remained the same, the tempo is continually changing. "This is why we made some of our latest productions somewhat similar to pop video clips."

Global advertisements give Martini & Rossi better control over its message and image while resulting in a more cost-effective production process. Analysts estimate it would cost three times as much to creare the same amount of advertising on



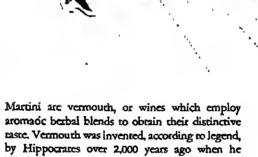


Martini & Rossi posters by such rend illustrators as San Marco, Cappiello and Dudovich.

a nation-by-nation basis. At the same time, such advertising enables the company to quickly update its image as consumers' artitudes change.

"We believe in multinational advertising .throughout the entire media spectrum," explains Dino Aïassa, Martini's 41-year-old international advertising and marketing director. "We have long felt a global advertising campaign was the best way to reach our market because consumers in different societies have become more and more similar, Today we are also pioneers in employing new types of media, like satellire relevision." In addition, Martini & Rossi subsidiaries hire local advertising agencies to create national advertising campaigns, Martini & Rossi billboard advertisements are also seen throughout the world and the company is now launching corporate communication campaigns in international media, "Advertising Martini in different environments is an especially challenging and indispensable facet of our marketing activity because it forces us to keep up with the fashion of the times," contends Aïassa, "It enables us to teassure out consumers that we move with them as their lifestyles evolve."

Just what is Martini? The five different types of



blended almonds, herbs and gray amber with wine to create "Hippocras,"

The base ingredient of Martini is a rather dry

**Current** advertise mpaigns for Martini Bianco and Martini Extra Dry created by M.Cann-Erickson.

whire wine made from rapes of Sicilian, Roman and Apulian origin. small dose of distilled alcohol is added to incrse the strength, and herbs and spices provide the stinctive raste.

OFFLI CELEI 950

250

ADVERTISING SECTIN

"We select and buy it wine from cooperatives and have a long relationing with the growers to maintain year-to-year resistency," explaits Martini & Rossi's wine condeant Riccardo Aiccardi. "Different tastes are cained due to the grape varieties, herbal flavorits and sugar and acohol levels."

The herbal blend isoncocred from a spree formula known only to ve people. Martini ipelf includes 35 different heal components but some 200 herbs and spices - nging from anise, care. morn, cirinamon, clove id coriander to roseman summer savory, thymeand tonka bean - an mixed, macerated or disted in Pessione and then sent to different producin sites throughout the world. The flavors and stracts in Martini are all natural and the entire roduction process takes from six weeks to three onths.

Although the Martininisture has not changed much during the last hudred years, its advertisements will keep evolvin to enlarge the moment and place of consumptio

"We have a simple oal," concludes Aïassa "We just want people to el comfortable drinking Martini anytime, anyplac anywhere."

-oel Stratte-McClure



### WILLIAM LAWSON'S: A MASTER SCOTCH BLENDER

FTER a hard day's work on the North Sea, it is more than likely

see the salmon jumping in the nearby Spey tiver. use in our blend," adds Roy. The William "Another essental element in a good whisky is whisky is on the rise. Alongwith his peers of the malts as well as three or four grain whiskies, all carefully selected from various distilleries spread out along the famous "whisky trail" of the Spey Valley in the Highlands.

And each year, he participates in the finale of the Lawson's blend is a combination of many different water and ours a conveniently provided by the Spey Valley, he is very optimistic about the lature

that the locals in the little town of Banff will be gathered in the Market Arms pub over a glass of whisky, spinning the yarns of their latest fishing adventures

In Scotland, whisky is an essential mainstay not only of the country's economy, but also of its social

life. At the annual Robert Burns dinner, a festive event induring which Score around the world celebrate the memory of their national poet, the only dunk allowed on the table as whisks. For continues, the Scors have associated the rigors and joys of their Celtic heritage with the consumption and producnon of their reputed hevcr.ige

Today, Scotch whisky is a product so perfected by time that it is practically considered a national em-

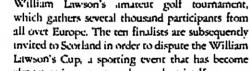
blem. But if whiske owes a lot to the Scors, the Sons owe a lot to their whisky production. Thereare many different producers of South whisky spicad out throughout the Highlands and none is more typical than William Lawson's, whose origins go back to the industrial revolution of the ninescenth century.

William Lawson began his careet in Dundee as a whisky merchant in 1849, but soon expanded to blending, a technique introduced by Andrew Usher in 1860, whereby grain and mali whiskies from different disulleries are mixed together. After World War II, this modest enterprise moved to Coatbridge, where it set up a successful boitling factory

Associated with Martini and Rossi for the past eventy-five years, the company now also runs its own distillery, located in Banff, at the eastern tip of Scotland. The MacDulf distillery produces the malt whisky used in William Lawson's finest hlend and the pure malt Glen Deveton exported amund the world. "The Scotch whisky industry goes back hundreds of years and the one we produce is of very high quality," proudly explains Michael Roy, who has been distillery manager at MacDuff for nearly two decades and is considered the keybearer to the perennual traditions of his Scottish heritage.

Roy often makes the tours of his different customers weating a kilt and has encouraged his younget son to play the bagpipes. From his home on the edge of a superb 18-hole golf course, he can

The international advertising campaign.



almost as important as the product itself. Indeed, tradition has remained totally preserved in the production of Scotch

whisky and consistent quality is vital, not only for making William Lawson's own whisky, but because other distillers use the whisky made at Mac-Duff. "We sell malt whisky to most independent blenders and conversely we huy whisky from them to

While the manufacturing process of the "malt whisky" produced at MacDuff's is similar to those in the other distillenes, it benefits from the vast knowledge of John Ramsey, Lawson's official distiller, passed down by generations of Highland distillers. Considered an exceptional "nose," Ramsey knows how to blend the different malts and to ensure their constant quality over the years. In the dark cellars stocked with oak casks, a certain evaporation takes place, which professionals refer to as having gone to the angels. "They're the thieves as far as we're concerned, but very imporrant in the manifation process," says Ramsey,

nearby Deveron liver.'

According to kw, whisky must be at least three years old before itean be sold on the market and it must be distilled a Scotland to be sold as "Scotch Whisky."

All in all, mire than seven million bottles bearing the Willam Lawson's label are sold peryear around the vorld, with the main markets being France, Ital, Holland, Belgium, Portugal and Spain. In the vast, most of the turnover came from sales of traditonal blend and the 12-year-oldwhisky, yet today the pure and single male, labeled "Glen Deveron." i on the rise. The objective is to develop international sales.

However, in reent years, Michael Roy has noticed a definite mange id consumer's taste and he firmly believes hat the kmand for pure malt

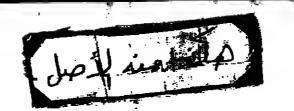
of Scotch in general, especially since the mirket grows every year. In the ast two years, this commercial success has been enhanced by the superb advectising campign conceived by McCann-Erickson and photographed by Jean Laiviere, featuring a sophisticated young couple si ping William Lawson's in vrious select interna tional surtoundings.

Says Mick Korvin, one of he creative directors handling the Martini products in France for McCann-Erickson. "One doen't know if the setting is in Versailles or Solu because William Lawson's is both classic and modern. And it has a particular taste that is appreciated by a new generation of consumers toasting to tie slogan: Light up yout evening with a great Scoth."

2

--- Mary Deschamps

<u>1</u>2





**ADVERTISING SECTION** 

### INTERNATIONAL **OFFLEY'S PORTO WINES CELEBRATE** 250<sup>th</sup> ANNIVERSARY

HE very first Portuguese wines were exported to England in the seventeenth century from the region of Douro in the northern part of Pottugal. The artisanal beverages were soon known as "porto," although the town bearing the same name is located quite a distance from the vineyards yielding the fruity nectar. These exceptional vineyards, called "quintas," are located on either side of the Douro River in an area that has retained its original landscape with steep retraces that slope down from the top of the hills and fall into the tiver's embankment. They produce a unique species of dark grapes, as well as a OFFL white variety

The tich earth and favorable microclimates have been essential to the success of Porto wines. To these natural factors, one must add the human element. Most of the harvest is still done by hand, as the terraces are too narrow to accommodate any machinery. The town of Porto also has strong tics with Villa

Nova de Gaia. This small township, located near the Douto River, is linked to Porto by three bridges. From there, the precious fluids are mansported by boat from the far-reaching "quintas." It is in this town that one finds the famous cellars, where the Porto wines will age slowly, waiting to be bottled for worldwide exportation. For the past rwo hundred and fifry years, the Offley cellars have been firmly implanted in this town, producing a prestigious brand bearing its own label.

This outstanding Porto is brewed directly on the



estate of Offley-Forrester, also known as the "Quinta da Boa Vista." When the first English merchants set up shop in the town of Porto around 1750, one of the prominent figures was

William Offley, who officially founded his wine company in 1737. While the Marquis de Pombal, prime minister to King Joseph the First, establishee strict commercial regulations of Porto wine in 1756, it was a century later that a savvy Scotsman saved it from a deep crisis. Called upon by his uncle, who by then had merged with the Offley company. Joseph James Forrester was able to detect an ominous epidemic that threatened to annihilare the precious vineyard. The Portuguese government was so grateful that he was betowed with the title of Barron Forrester which still appears on the company's lasels.

Today, the Ofley-Forrester company has maintained in ancestral traditions, enhanced with the most advanced technical equipment available. One of their oldest cellars in Vila Nova de Gaia is the 'Aguias." There, in the dark quiescence,

the wine begins its perennial using process. Depending on its initial characteristics and the quality of each September harvest, the wines will be divided into the different categories of the big Porto family.

When a port wine has aged sufficiently - at least three years - and its blend is memed suitable by the experts, it undergoes various treatments such as clarification, filtration and stabilization before being bottled and sent around the world, But when a harvest is considered exceptional, then aftet two years of storage in barrels, he wine is declared "Vintage." Bottled pure, wthout any blending, it is then placed in big contaiters named "Garrafeiros" where it will age anywhere from ten to thirty years or more. In honor of its 250th anniversary, Offley-Forrester, which also distribures Porro Diez on the French market, his introduced on the market an exceptional 30-year Portowine that connoisseurs unanimously recomize as such, in keeping with the reputation of the Offley-Forrester label

This recent success can only confirm joseph James Forrester's motto: "There is only one whe that can be called Porto and there is only one Porto that can be culled Offley."

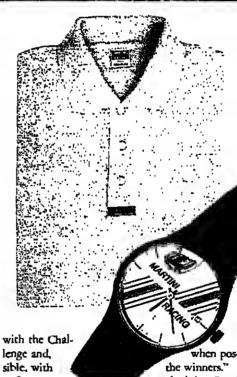
- Mary Deschanps

### THE MARTINI FAMILY

ARTINI & Rossi is not just a hit in the beverage sector. It has also created a vivid impression in areas as diverse as offshore speedboat racing, rally driving, acrobatic flying and fashion

Last April, a television miniseries featuring a rally driver wearing the Martini & Rossi colors captivated viewers throughout Italy. Each day following the broadcase, switchboards at Martini & Rossi offices from Torino to Naples were swamped with callers asking where they could purchase the uniforms and sportswear worn by the actors. Even fashion-conscious Milanese wanted to identify with the datedevil and amorous Martini image portrayed on screen.

Three pilors flying planes featuring the same Martini colors perform as the Martini Acrobatic Patrol at air shows throughout Europe. The loops and rwises of their planes constantly thrill observers. At a recent demonstration near Lausanne, one Swiss businessman observing their antics was wearing a polo shirt with a Martini & Rossi logo and a wristwatch sporting the Martini colors with a Lancia car as the second hand. Last summer's Mediterranean Offshore Challenge sponsored by Martini & Rossi saw the Murtini colors race in exciting speedboat races in excric sites like Monaco and Sardinia.



sponsorship can be traced back to Teofilo Rossi who, with his brothers Cesare, Enrico and Ernesto, took over the management of the company in 1900. Teofilo was also mayor of Torino and company historians recall that he encouraged corporate interaction with both Italian and international communities.

The serious association with sports began in the 1930s with Theo Rossi breaking several world records in boat tacing. Martini & Rossi associated with Porsche in the World Championship for Manufacturers; Brabham and Lotus in Formula 1; and Lancia in endurance and world raily championships. Fiat (via Lancia) and Martini S: Rossi have worked together for eight years to enhance, through sport-

Martini & Rossi, an active partner in sporting events, won the 1987 world rally championship with Lancia (top) and has also participated in offshore powerboat racing (left) and stunt flying (right).

### A PARTNER IN SPORTS

Martini & Rossi's presence in the sports and arts

III

**ADVERTISING SECTION** 

Inthe of Ch

The Martini & Rossi drinks on these pages represent only a small part of the group's total range of products. With the same care as that given to the more international brands, numerous beverages are claborated and marketed by the group on a national or regional scale. These include:

#### FRANCE

Pastis Duval Rum Duquesne and Cocktail **Rum Saint Gilles** Porto Dicz Tequila Camino Real **Rivesaltes Manor and Rapha** Liqueur Dolfi Sparkling wines: Veuve Amiot méthode champenoise and Charles Volnet Calvados Boulard Gin Bosford Nutsy salted nuts Gentiane Aveze Whisky King Edward

#### ITALY China Martini **Riesling Martini** Reserva Montelera méthode champenoise Liqueur Sacco Gin Bosford Brandy Cavallino Rosso SPAIN

Wine and sparkling wine: Marques de Monistrol Sparkling wine Dubor Rum Tropicana

#### BRAZIL

Sparkling wine de Greville Wines: Chateau Duvalier, Baron de Lantier. Zahringer Whisky: Hallmark and Tillers Club.

Martini's logo was nor quite as obvious in the offstore races, television series and air shows as the Boats cars and planes. But it ran a close second and it was probably a rare spectator who didn't register the Mirtini colors and tradematk.

"We made a long-term commitment to participating u sports, particularly motor racing, and have tangble evidence that this type of partnership is beneficial to the image, sale and promotion of our product," explained Daniel Schildge, director of Martini & Rossi's Racing Division. "But besides the promotional value, this activity involves an intimate relationship among Martini, the machines and the athlets. We want to be identified

at Martini & Rossi Spectators sporting events often include Count Gregorio Rossi but the company is not only interested in the challenge of sports. It has sponsored everything from orchestras to bel canto vocal concerts. It is also a corporate supporter of the visual arts and has sponsored exhibitions of the

works of Picasso in Venice. De Chinico in New

York and Caravaggio in London. "Martini & Rossi's support for the arts is but a reflection of our belief that art plays an important role in our lives," explained a company spokesman. "Sponsorship fosters sensitivity, understanding and creativity. In the case of the De Chirico exhibition, it also furthers the appreciation of an Italian whose work is so important to the history of the twentieth century."

ing events, the image and presrige of each

"We choose the sports that tend to fascinate the public over a long period of time," explained Schildge, noting the company has in the past sponsored world cup skiing, fencing, golf, sailing and polo. "And there are few activities that can bear the thrill and excitement of rally driving."

The partnerships have paid off. Martini & Rossi sponsored cars that have won the Le Mans 24 hour race three times with Porsche, picked up the endurance championship in 1982 and won the world rally championship in 1983 and 1987 with Lancia.

"Martini rends to sponsor sports within the world which consumes their products," commented Dino Aïassa. "Sponsorship is an ideal and prestigious way to attract new consumers to this light and refreshing drink while also reaching those who currently drink Martini."

But there is another payoff. Spectators want to look like the participants in Martini & Rossibacked events. Consequently the company has launched a Sportline range of fashion items which further promotes its name and products in the public eye.

- Joel Stratte-McClure

### CLASSIC APERITIFS: NOILLY PRAT AND SAINT RAPHAËL



of success during this before-dinner ritual, which takes place daily in clubs, bars and private homes around the world. Two of the better-known brands are Noilly Prat and Saint-Rephaël. Both are made according to a traditional fomula, with a unique and secret blend of herbs and wines conveying distinctive aromas and flavos. Considered the classic French vermouth, Noilly Prat can be used either as a mixer, or, in keeping with the current trend of lighter, more natural favors, it can be savored on its own.

The home of Noilly Peat is the small town of Marseillan, on the Mediterranean coast, where Louis Noilly first set up his company to manufacture a dry vermouth based on a recipeinvented by his father. Soon after Claudius Prat went into partnership with him in 1893, Noilly Prat was being exported around the world and savared by connoisseurs of high quality beverages.

A view of the small port town of Marseillan, bome of Noilly Prat.

The elaboration of this unique product takes three years and uses a base of Picpoul and Clairette, two local white wines. After an initial period of maturation in dark cellars, the fortified wines are transferred outside into 600-liter oak casks for twelve months. This unique method of maturation conveys to Noilly Prat a very definite character change brought about by the vivifying Rivieta climate, its sun, air, rains and frosts. Stepping out from the dark cellars, the glaring vision of thousands of barrels basking in the sun under clear skies is a sight that has impressed many a visitot.

After its period of sur vorshipping, during which it obtains a rich amber color and a strong, full-bodied dry flavor, the budding vermouth spends another year in huge vats. Then a secret mixture of 20 herbs, along with various fruit extracts, is blended into the mixture, which rests for a few weeks to gather its full flavor before world exportation,

Noilly Prat vermouth has a number of cousins in the great family of aperitif drinks, amongst which the celebrated Saint-Raphael aperitif ranks highest.

"There is a definite taste for aromatic wines," says Arturo Palmero, chairman of the Paris based St.-Raphaël company, affiliated with Martini and Rossi since 1960.

The origins of Saint-Raphaël go back to 1830, when Adhemar Jupper, weakened by his efforts to create a fortifying wine mixed with quining, began losing his cycsight. Remembering the Biblical episode, when Archangel Raphael healed Toby from blindness, he named his recipe Saint-Raphael after his cycsight was saved.

.Until 1957, Sr.-Raphael's unique product was its widely appreciated aperitif quinina wine, but the company now comprises a wide range of other products.

Today, 8 million bottles of St.-Raphaël aperitif are sold each year, while the total sales of the company's diversified products such as sweetened wines, sparkling wines, liqueurs, cognac, whisky and port account for 50 million bottles.

As for Noilly Prat, it is estimated that at least one bottle of its dry vermouth can be found in most liquor cabinets around the world and even though the three-martini lunch is less common these days, one can be sure that Noilly Prat will remain a definite "must" at cocktail hour.

- Mary Deschamps

#### **ADVERTISING SECTION**

INTERNATIONAL HERALD TRIBUNE

DVERTISING SECTION

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### HIGH TECH ON THE TERRACE

HE Martini & Rossi seventh-floor terrace, adjoining bars and wellclite.

appointed salons at 52 avenue des Champs-Elysées, have always been The company's early evening cocktail parties

traditionally focused on newsworthy themes and have olten attracted up to 700 guests and leading personalities from the stage, cimema, arts, business, scientific and athletic fields, Every July, Martini's best friends are invited to watch the Tour de France coast to a finish while one past promotional party featured dancets from the Crazy Horse Salison playing golf on a remporary putting green,

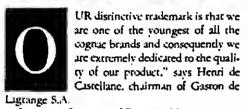
"Being it the heart of the Champs-Elysees and on the top of Paris, we try to keep our friends in rune with times," explained Martini & Rossi's Francois Babou, who has hosted foreign delegations to the French capital, held fashion shows, featured are exhibits and celebrated birthdays and anniversaries at the retrace, "Nobody could resist this glamour even if they didn't meet astronauts, film stars and other celebrities while suspended above the most beautiful city in the world."

The tetrace provides a panoramic view that looks onto monuments including the Eiffel Tower, Atc de Thomphe, Louvre, Sacré Coeur and Montparnasse Tower. But this autumn, even the view has been changed and drinking Martini & Rossibeverages above the hustle and bustle of the Champs-Elysées has become a totally new experience.

The company has just completed a major renovation and reopened the tetrace as an audiovisual and communication center which Martini hopes will fill a gap in Paris cultural and social life. Using considered a rendezvous for the . a combination of satellires, television and other state-of-the-art high-tech equipment, a luxurious 50-seat theater is being billed as an "espace image"



### **GASTON DE LAGRANGE :** ARISTOCRAT OF COGNACS



are one of the youngest of all the cognac brands and consequently we are extremely dedicated to the quality of our product," says Henri de Castellane, chairman of Gaston de

Stemming from one of France's oldest aristocratic families. Gaston de Lagrange brandy has long been an integral part of the Cognac region and today is considered one of the leaders in a highly competitive field.

According to de Castellane, the consumption of brandy in general has benefited from recent world recognition. "It's become a fashionable product," he says. Associated with Martini & Rossi since 1962, sales of Gaston de Lagrange have steadily increased over the past few years.

While competition is heavy among brandy producers around Cognae, it is also a region and a brandy importers, it is not sutprising that these designations have retained their Anglo-Saxon origins. Each designation corresponds to a certain age: from the four and a half year old minimum for the V.S.O.P. to the fifty of more years for the X.O.

Although the Gaston de Lagrange firm was officially created 25 years ago, the company prides itself in having since acquired some of the best old stocks of brandy available on the market.

"fn order to be really successful, we had to sell a first-class product and build our brand image on a quality that existed but was not well known," explains de Casrellane, who enjoys the challenge of launching a new brand of cognac.

According to the company's soaring sales figures around the world, and especially in the United Stares, the quality of Gaston de Lagrange cognac has definitely met this challenge with success. - Mary Deschamps



Aerial view of the Martial Terrace on the Champs-Elysées. Among the many celebrities that Martini has welcomed are tenor Luciano Pararotti (left) and former French Prime Minister Raymond Barre.

#### Asti Spumanre is a DOC (the Italian equivalent of the Appellation Contrôlee wines in France), and

and other areas that will excite exclusive guests because they surpass the audiocisual experience anywhere else in the world," explained Martini & Rossi's Dino Afassa, who publishes the "Champs-Elysées News" to record all the comings and goings. "We want the terrace to become as talked about as Martini itself by offering people much more than a good drink."

While Paris is now the most high tech. it is nor the only city to feature a rendezvous point for Martini lovers, mixers, movers and shakers.

The idea of a club or terrace in each city originated with the Rossi family. After the first appeared in Paris forty years ago, other clubs were launched in London, Genoa, Rome, Brussels, Sao Paolo, Barcelona, Milan and other cities. Each club has its own head barman who regularly invents his own drinks using Marcini produces and willingly relates the recipes to visitors.

The favored drink in Paris made by Jean Hierax, who has been barman on the terrace for 22 years and can mix hundreds of different cocktails using Martini beverages, is appropriately called La Dolce Vica.

"When people drink Martini in this type of environment they tend to want to take the atmosphere and drinks home with them," said the affable Hierax as he pointed out historical landmarks to a visitor. "I make sure they know what to do with our beverages by giving them stories behind each concoction."

- Joel Stratte-McClure

### **ASTI SPUMANTE: ITALIAN EFFERVESCENCE**

STI Spumante is delicious. As an Englishman working in France whose commitment to French wines is almost total and who thinks that Champagne is the only

In addition, picture windows have been added to

provide a new look on the city and the interior has

been completely redecorated. Whiter and spring decor will even be alternated p keep frequent visitors thinking they are in a different environ-

ment. The company plans to hot smaller, intimate

gatherings that will underline Marrini's reputation

"We want to create intimite events in fashion

as a meeting point for a drinkamong friends.

real sparkling wine and that it must be ver dry indeed, this is almost an admission of defeat In face, it is nothing of the kind: much more an expression of delight that a wine that I haven't drunk a dozen glasses of in as many years should be so good to drink. Amongst other things, it is the perfect summer aperitif, and although by the time this article goes to press, too many weeks of summer drinking will have slipped past. I feel that a portle of Asi in the depths of winter should do nore to remind one of blue skies than any amount travel brochures or imported strawberries.

as such is strictly controlled. Only 8,000 hectares of best-sited slopes across 52 villages in south Piedmont that are planted with the Moscato grape have the right to see their juice used for the sparkling wine. The average size of each holding is minute. under one hectare, and with the investment and technical refinement required, the farmers have no possibility of making the wine themselves. As in Champagne, the majority of the production is in the hands of a few big houses, amongst whom Martini & Rossi are the largest and are able to contract for the best grapes. The style of Asti-Spumanre was actually developed in the early 17th century, resulting in a fizzy or "feaming" wine whose main objective was to retain all the freshness and fragrance of the grape. The oenologists of the time had already realized that the aromas of the Moscato grape were linked to the high natural sugars of the juice, and it was necessary to find a way that would prevent total fermentation, and the destruction of both the delicare fruity aromas and the soft flavor. Like many other wines with a natural tendency to sparkle, the biggest change was the 18th-century development of the glass bottle and especially the cork, which scaled the wine properly and kept it effervescent. The great technical difference between Asti Spumanre and Champagne is that the latter is fully fermented as a still wine, with sugar and yeasts being added at bottling to provoke a secondary fermentation in the bottle. This is known as "la methode champenoise" and in most cases the finished wine is roo dry or "green" for the public's caste, and is rounded out by "dosage," the addition of a amount of sugar solution. Asti Spumante, on the other hand, goes through only one fermentation. It is stopped at a point to retain the natural sweetness, leaving it with only 7.5 degrees of alcohol as opposed to 12 degrees for Champagne, Part of its justified popularity - the United States and Italy are particularly fond of it - comes from being low in alcohol. Martini and Rossi's press department would have us believe that Asti Spumante is, although slightly sweet, actually lower in caloric content than a dry wine. Perhaps this is a good sales pitch to a dict-conscious age, but the main argument for Asti Spumante, Italy's leading sparkling wine, is in the natural, fruity flavor and grapcy charm.

product that are extremely well-protected. Located in France's Charente and Charente Maritime dipartowards, the region of Cognac has been divided into seven areas, according to their soil and grape species. In order of importance they are: Grande Champagne, Petite Champagne, Bordenies, Fins Bois, Bons Bois, Bois Ordinaires and Bois a Terroits. The wines in all these regions are whites, Their low alcoholic strength and high acidity are two essential elements in the production of brandy. But it should be noted that to be entitled to the appellation d'origine contrôle Cognac, a brandy muse abide by stringent conditions, regulated by law.

At the outset, only certain grape varieties are considered valid. Sweetening of the vinified wines is not allowed, not is the use of the Archimedian screw for pressing. As for distillation, it must be performed in accordance with the Charentais methods and take place within the demarcared Cognac region. The two-stage distillation takes place in simple, onion-shaped por stills that have remained unchanged over the years.

Once the brandy leaves the still, it is stored in oak casks that generally come from the Limousin region. New casks are used during the first year of aging, then the brandy is transferred to old ones in order to avoid too much tannin enrichment.

Whether in casks or in bottle, Cognac brandy often carries the letters V.O.P., V.S.O.P., V.O. or X.O. Respectively, these letters stand for Very Old Pale, Very Superior Old Pale, Very Old, and Extra Old. As England was one of the first important

### VODKA ERISTOFF: EMBLAZONED WITH QUALITY

OME family histories are so intricate and romanesque that at the outset they seem almost implausible. This is the case of the Eristoff lineage, whose origins go

back to the early days of Antiquity and whose intricate destiny could very well have been retraced by one of the great Russian writers such as Gogol or Tulstay

In 1956, Prince Nicolas Eristoff, here to a prestigious name, conceded his cout of arms to Martini & Rossi along with the ingredients to a vodka formula, which had been a family secret for several generations. After Georgia was taken over hy

still world famous for the beauty of its landscapes and the quality of its wines and spirits, whose names have the same connotations for Soviet citizens as Bordeaux or Burgundy have for Westerners.

sack ranks

According to the available family archives, the existing vodka formula, based on the distillation of local rye,

who served the czar within the cos-

Today, as one of the Soviet Union's

15 constituent republies. Georgia is

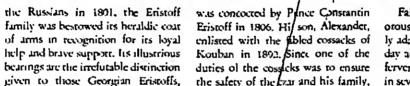
the safety of the tzar and his family. Alexander Erispif proved himself the cossact/revolt of 1905, Nicolas' farher way

Faithful to the image of his glamorous ancestors, young Nicolas quickly adapted himself to the order of the day and abided by his ideals. Being a fervent anti-Communist, he took part in several ventures, notably the Italian Expedition Corps in Russia and fought in Crimes and in Stalingrad. Wounded, he returned to Italy in 1944, through Romania and Lassy where his father had served.

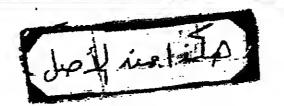
Granted Italian citizenship in 1958, he decided to pass along the vodka formula of his great-grandfather to Martini & Rossi. It is that golden crown which appears today on the Eristoff bottle, one of the leading vodkas in the world.

- Mary Deschamps

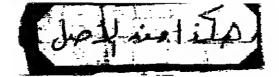
- Steven Spurrier Académie du Vin



several times and was rewarded with the highest hours. Having remained faithful to the crar duting the first Russian revolution as well as during further promoted as an offiver in the ranks of the "imperial guard." After the revolution of 1917, he emplated to Italy, where he lived berwith Milan and Recco as a prominent gure of the local Russian communty until 1956.



sion de Lagrans



### Herald Eribune, **BUSINESS/FINANCE**



EDNESDAY, OCTOBER 7, 1987

#### MADISON AVENUE

Encouraging creativity.

nasonic

Office Automatio

### In 8-Macintosh Agency: The Wave of the Future?

#### By PHILIP H. DOUGHERTY

New York Times Service

- N THE advertising trade press, Karp Newton Van Brunt is A line automatic press, shap rewron van brunn is an unknown. It may also be the prototype of the agency of the future. The 10-person operation, with eight Apple Macintosh personal computers, calls itself a desktop agen-100 percent dependent on its Apples.

The two-year-old Manhaitan company now can take an ad th type and black-and-white line drawings from concept to the inter with just one person. It will soon be able to do halftone s illustrated with photographs, and color. And the technology coming that will enable an agency to create a demonstration / commercial on videotape.

"The cost savings and cre-ve flexibility that the com-"The real future is er offers haven't been rechow the client-agency nized by the advertising mmunity. Gordon Haight, relationship will be the chief executive officer. transformed by

Mr. Haight and Carl Van technology." unt, 40, the president, conlute top management. They

e trying to move the company from being a desktop producer of [lateral marketing materials like brochures and sales kits into a Il-service agency

So far Karp Newton Van Brunt has landed three advertising counts — International Data Group, a major publisher of mputer magazines in Framingham, Massachusetts; Pros & mpiler magazines in Framinguani, Massachuseus, into see ms, a software company in Washington, and Integrated Re-urces, a financial services company in New York. Until now the s created for International Data have been done in the conven-nal way, but they will be switched to the high-tech method as on as equipment is available.

Martin E. Haggland, an agency graphics designer, said that the nd-boggling method of putting together an ad on a Macintosh es software called Pagemaker by Aldus Corp. and Adobe ustrator by Adobe Systems.

"Other agencies," Mr. Haight said, "are going to be forced to e up this technology as clients adopt it." "The real future," Mr. Van Brunt said, "is the client-agency

ationship and how it will be transformed by technology." HEY DESCRIBED how a client could send a rough

concept of an ad to the agency via computer, saving all the mistakes in interpretation that often accompany layers of rbal communication. Mr. Haight said clients could work right along with the agency

making up an ad, experimenting with different type faces, istration sizes and white space without ever going to an outside oplier.

Alcon Laboratories is putting on a \$9 million television cam-ign aimed at getting the young women who are the primary its of contact lenses to take better care of them.

Alcon, a subsidiary of Nestle SA of Vevey, Switzerland, is sed in Fort Worth, Texas, and makes lens-cleansing and intenance products that are usually stocked in drugstores and permarkets in a category that has little individual identity with The odds are that Alcon will not have television to itself for

ig. Bausch & Lomb Ine. is already planning a promotion gram for some new products that will be handled by Avrett, æ & Ginsberg. Another potential competitor is Johnson & Johnson, which is

The products being advertised by Alcon are Opti-Clean II, a ly cleanser, and the weekly Opti-Zyme. They remove the idup of impurities on lenses that can cause discomfort, which he primary reason for wearers abandoning lens use.

Mr. Lee said there were about 15 million lens wearers in the ited States, who spend about \$100 million a year for weekly

**ITT Sells Its Stake** In STC

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Canada's NT **Holds 27.8%** 

Reuter, NEW YORK - ITT Corp., the diversified U.S. conglomerate, said to Northern Telecom Ltd. of Canada for about \$730 million, or an

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Northern Telecom, meanwhile, said that it would sell 40 percent of its London-based Northern Tele-com PLC unit to STC for an unde-termined the price. The purchase would give NT 27.8 percent of STC.

nications equipment. Once a wholly owned unit of ITT, it earned

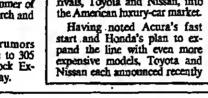
Northern Telecom is the second-largest maker of telecommunica-tions equipment in North America, after American Telephone & Tele-graph, and the sixth-largest in the world. It is the world's largest sup-plier of fully digital telecommuni-cations systems.

ITT said it has agreed to repurchase the shares at the option of NT if British government approval of the sale is not obtained before the end of November.

ITT has said in July that it was considering selling its STC shares. ITT's other big interest in telecommunications is its 37 percent in Alcatel NV, a venture with Com-pagnie Générale d'Electricité of France.

ITT owned 100 percent of STC from the mid-1920s to 1979. By 1985, that holding had been re-duced to 131 million shares, and those shares have rosen dramatically in value over the past year, from under \$300 million the summer of 1986 to \$500 million in March and \$700 million in July.

Persistent takeover rumors boosted STC's share price to 305 pence on the London Stock Exchange from 288 on Monday.



first sign of a major push by Honda and its biggest Japanese rivals, Toyota and Nissan, into that t

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Michael Carpenter, ex-Cadillac owner, with his \$27,000 Acura Legend.

### Will Acura Satisfy Cadillac Tastes?

### Japanese Automakers Assaulting U.S. Luxury Market

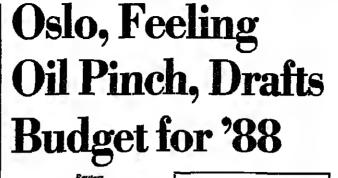
By Richard W. Stevenson New York Times Service LOS ANGELES — Michael Carpenter of Pacific Palisades, California, considered buying a BMW this summer, but instead he traded in his four-year-old Cadillac Eldorado for a \$27,000 Acura Legend coupe. "It is a beautifully appointed and styled car," said Mr. Carpenter, 47, the publisher of Adweck-West mag-

azine. That Mr. Carpenter would choose to spend that kind of money on a lapanese car instead of a European or American model - Acura is a division of Honda - says a lot about how far the Japanese auto makers have come since they started selling tiny, inexpensive "econo-boxes" in the United States 30 years ago, And the carly success of the Acura line, which was in-

risky and ambitions strategies that put them on a collision course not just with each other, but with Detroit's top-of-the-line cars and the prestigious European imports as well.

	to some of the	Cars S	niei in: U.S.	Price Range
	LUXURY CATS	1966	1987 (Through Aug 1	1987 Models Ben Prosi
	Acura Legend (Honda)	25,060	32,377	\$20,000-27,000
Audi	And	59,798	32,143	15,000-34,000
0		96,759	58,915	23,000-56,000
	Cadillac (G.M.)	304,057	174,570	15,000-55,000
AGUAR	hguar	24,454	14,148	37,000-49,000
ALC: N	(Ford)	177,504	107,921	23,000-27,000
( <del>)</del>	Marcedes-Benz	99,314	60,003	28,000-73,000
BAAB	Seab	48,224	31,500	14,000-27,000
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vehicles in the \$30,000 range two in appealing to the traditional years from now. For Japan's Big buyers of Japanese cars in the Three automakers, these are United States -- drivers who are now growing older, wealthier and more willing to pay for luxury, and who in the past had no alternative but to turn to Detroit 30 the Europeans when they The Japanese companies all See ACURA, Page 17



OSLO-Narway's minority La- 2 Norway Banks bor government, pinched by lower oil prices, presented a 1988 draft budget to parliament Tuesday that, among other things, foresees higher spending, higher taxes and a 393 million kroner (\$58.4 million) deli-

The budget would raise stale spending by 6.6 percent before in-flation, including a big jump in funds for research and development. But the budget still predicts a deficit before loan transactions, compared with a projected surplus of 2.5 billion kroner this year and a deficit of 5.5 billion in 1986.

Spending is set at 245.0 billion kroner, after 229.9 billion in 1987, with government revenues expected to rise to 244.6 billion kroner from 232.4 billion this year.

The government, which toppled a center-right coalition in May 1986 during a battle over budget revisions, pledged tight fiscal poli-cies for several years to balance the country's economy. It expects inflation to fall to around 5 percent next year from a predicted 7.8 per-cent this year, making the real 1988 budget about 1.6 percent higher than in 1987.

"We must start making more than we are spending," Finance Minister Gunnar Berge said.

Even so, strong opposition is ex-pected when the parliament de-bates the draft budget over the next two months, particularly among Conservatives who want to bold the line against spending. The goverament was forced to revise its draft 1987 budget after parliamen-tary opposition, and Prime Minis-ter Gro Harlem Brunduland narrowly survived being ousted.

Norway, Western Europe's second-biggest oil producer after Brit-ain, is still trying to cope with a 20 percent fall in state revenues caused by last year's collapse in

world oil prices. About 40 percent of Norway's export earnings come from sales of natural gas and from the 1 million

Lower Rates 1 to 2 Points Reuters

Page 11

OSLO - Two major Norwegian banks, Bergen Bank and Christiania Bank og Kreditkasse, said Tuesday that they were cutting interest rates on all loans by between 1 and 2 percentage points, effective immediately

The cuts are to 13 and 14 percent from 14 and 15 percent. The cut followed the govern-ment's announcement that it was dropping supplementary reserve requirements.

The reserve requirement, un der which commercial banks must keep funds on deposit with the central bank in a noninterest-bearing account, will be dropped as part of the mi-nnrity Labar government's draft 1988 budget. Den Norske Creditbank,

Norway's biggest bank, said it would not lower its rates, now round 14 percent.

changed in 1988 from this year's expected 5 billion.

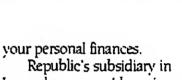
The nation has sizable foreign trade and current account deficits as well as higher inflation than most of its trading partners. High industrial costs and private consumption have also made it diffi-

Cult to compete internationally. Gross national product, the total value of a nation's goods and ser-vices, is expected to grow by just 1 percent next year, after 1.5 percent growth this year, according to the draft budget.

Norway's foreign trade deficit is expected to narrow to 25.9 billion kroner next year, after an expected 32.4 billion deficit this year.

> account officers who speak your language.

The government plans to boost barrels of oil it pumps daily from its North Sea fields. The govern-ment expects oil revenues, worth 24. 1988, to 875 million kroner, to help billion kroner in 1986, to be un-See NORWAY, Page 15 state-backed research and develop-



Luxembourg provides private

Tuesday that it has sold its 24 per-cent interest in STC PLC of Britain indicated \$5.57 a share.

STC, the former Standard Tele-phones & Cable, makes telecom-munications and business commu-

£103.1 million (\$168 million) in 1986 on revenues of £1.93 billion.

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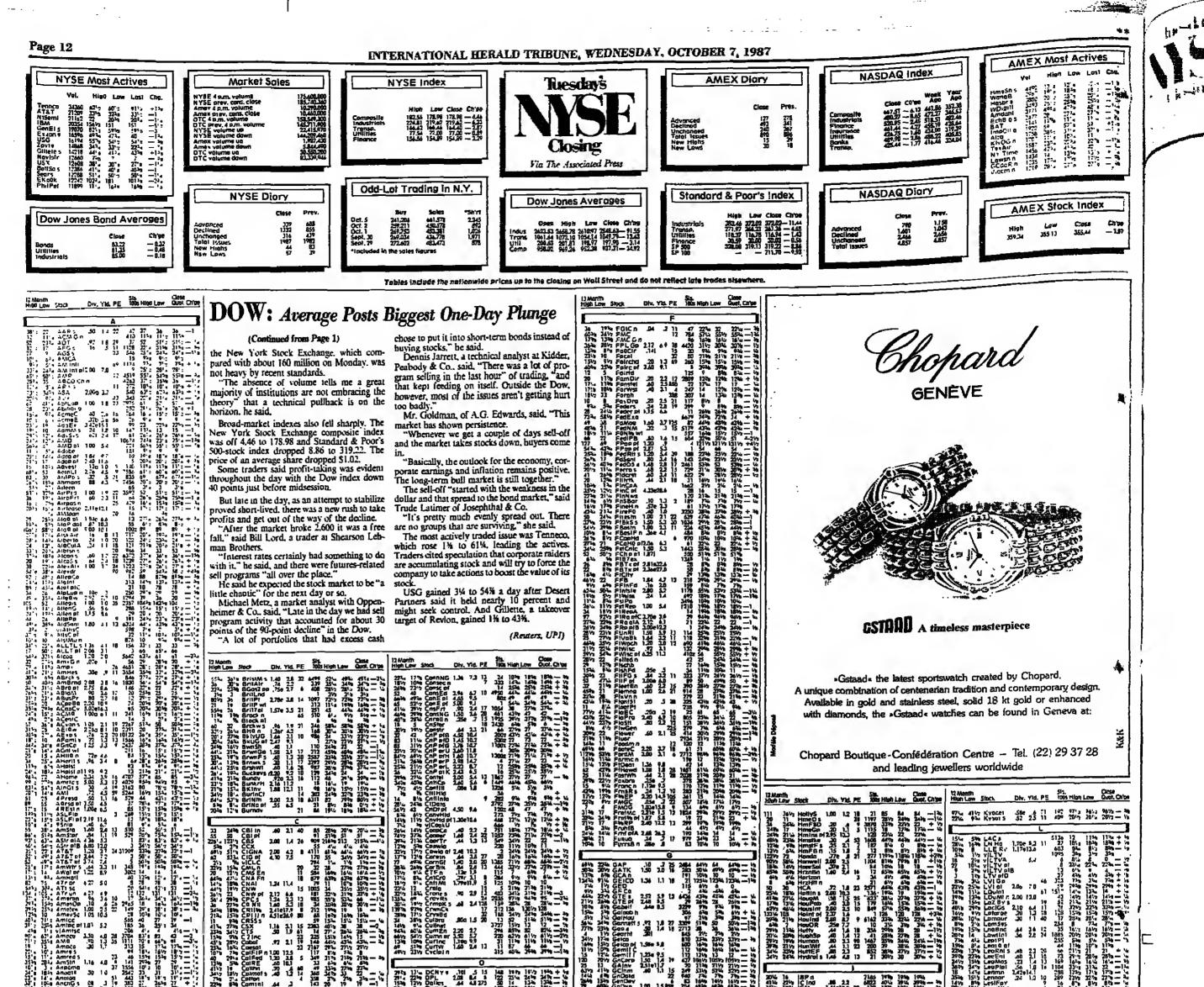
FIGURES AS AT DECEMBER 31, 1986: TOTAL ASSETS: US \$ 16.8 billion SHAREHOLDERS' EQUITY: US \$1.6 billion



It is active in 19 countries around the world, including the important banking centers of London, Luxembourg, Milan, Paris, Hong Kong, Singapore. Montreal, Tokyo, and of course, New York

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· ##5 8 1+11 Soles figures are unofficial, Yearly highs and lows refi-the previous 52 weeks plus the current week, but not the lat brading day. Where a split or stock dividend amounting to percent or more has been poid, the year's high-low range of dividend are shown for the new stock only. Unless otherw noted, rates of dividends are annual disburgements based the latest declaration. a - dividend also extra(s) /1 b - annual rate of dividend plus stock dividend./ c - liquidating dividend./1 c - Reutlating dividend./1
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1 partnership to own and operate the Arizona systems, which include subscribers in Phoenix 212 and nine other cities.

Times Mirror said that deal fits its strategy of concentrating its cable systems away from large metropolitan areas. It will also buy a cable system in Illinois from Tele-Communications for an undisclosed price.

U.S. crude, by 40 cents a barrel to \$19.42. Cash markets dropped along with futures, and North Sea Brent crude broke through the \$18.60 level as fears mounted that prices would continue to plunge if the numors were substanti-ated, traders said.

Robert Norberg, spokesman for Aramco, the consortium that oversees most of Saudi Arabia's oil production, said that he had no instructions from the Saudi government to bill lifters at other than official prices. In response to an inquiry concerning rebates, be said: "We are billing customers at Saudi official prices. That is all I can say."

The rumors said that while Saudi Arabia would bill companies at official prices, it would grant rebates at the end of the month. According to the rumors, the rebates would depend on the buyer's location -- in Europe, on spot prices for Brent; in the Far East, on spot prices for Dubai; and in the United States, on prices for Alaska North Slope. Oil industry sources in New York were divid-

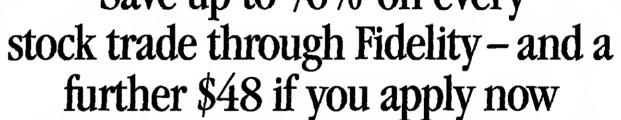
ed over the rumor. "We see nothing to it," said an official at a

major oil company, speaking on condition of anonymity. "We have not been informed of any

anonymity. "We have not been informed of any rebates or their application to this company." "It doesn't make sense for Saudi Arabia to do this right now," said a crude-oil trading manag-er at another company. "They ve already proved they can have a major impact on the market. To do it now would be against their long-term goal of \$18 crude oil. Moreover we smould have beard from our affiliate in Europe if would have heard from our affiliate in Europe if there was some truth in it."

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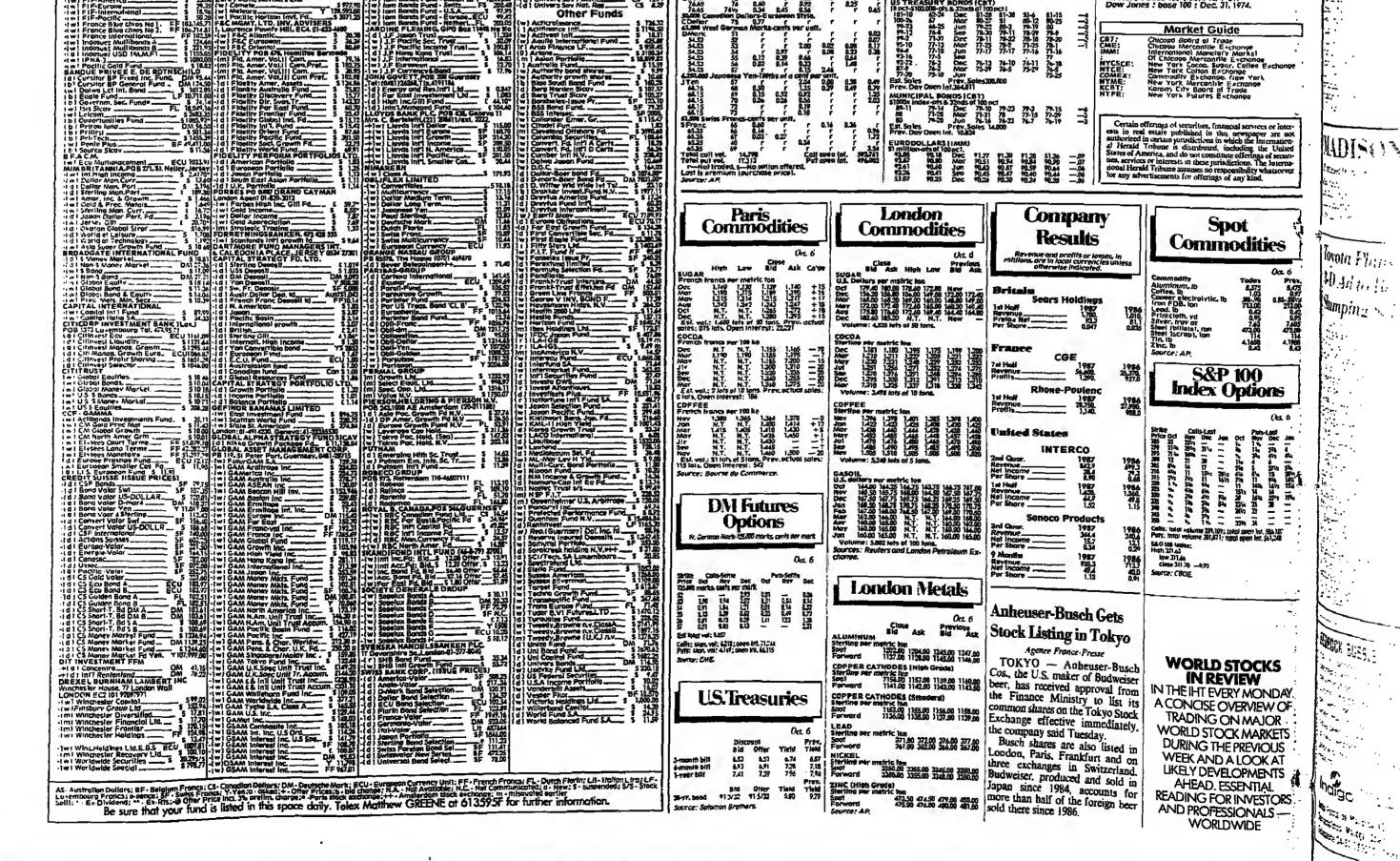
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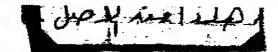
Page 14

rage 14	INTERNATIONAL HERALD TRIBUN	E, WEDNESDAY, OCTOBER 7, 19	987	the Class Date	
Tuesday's	13 Month         Sta.         Close         13 Month         Sta.         Div. Yid. P 5         100 High Low         Guat. Crige         High Low         Stack         Div. Yid. P 5         100 High Low         Guat. Crige         14 Month         14 Month         25 Month         21 Month         22 Month         23 Month         23 Month         24 Month	if the textermore	Seeson         Seeson         Open         Nigh         Low         Close         Char           High         Low         Open         Nigh         Low         Close         Char           1550.00         107.00         May         129.75         124.55         129.75         127.57         -25           1350.00         107.50         Juli         130.00         130.50         131.95         -50           131.26         111.01         See         130.50         131.60         131.43         -11.5           133.00         114.00         Cec         133.00         132.00         131.03         -11.5	Section         Section         Open         High         Low         Cose         Chip           Hon         Low         Open         High         Low         00.16         00.17         00.15         -75         -           97.71         00.11         Jyn         06.16         02.12         00.33         00.17         -05.5         -         -75         -         -         -         -75         -         -         -75         -         -         -         -         -75         -         -         -75         -         -         -75         -         -         -         -75         -         -         -75         -         -         -         -75         -         -         -         -75         -         -         -75         -         -         -         -75         -         -         -75         -         -         -         -75         -         -         -         -75         -         -         -75         -         -         -         -75         -         -         -         -75         -         -         -75         -         -         -         -75         -         -         7	<b>K</b> en
Tobles include the nationwide prices up to the closing an Woll Street and do not rellect tate trades elsewhere.	1/2         1/3         1/3         1/3         2/3 <th2 3<="" th=""> <th2 3<="" th=""> <th2 3<="" th=""></th2></th2></th2>	Oct 6           Section Section           High Low           Dean High Low           Circlins           Soft Durninimum-delifeirsmer bushel           125           2479           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470           2470	Eet, Sales         Prev. Sales         8,550           Prev. Day Open Inl., 27,200 vp.232           Suga, RwoRLD 11 WYCSCEE)           112,000 lbs-cent) sper lb.           4.05         5.54           1.06         5.54           1.06         5.44           2.05         4.39           8.05         4.49           1.000 lbs-cent) sper lb.         6.87           2.05         5.44           2.06         4.07           2.06         4.07           2.07         7.51           2.08         5.44           2.06         6.27           2.07         7.21           2.08         6.27           2.00         6.27           2.01         7.57           2.02         4.02           2.03         6.07           2.04         6.27           2.05         7.51           2.06         6.27           2.07         7.51           2.08         6.27           2.04         7.57           2.05         7.57           2.06         7.57           2.07         7.57           2.06 <td>%2.3         60.5         550           87.4         50.5         51.5         51.5           Frev. Day Deen Int 36/12: VP 6: 245         70.5         50.5           Ser pound: Int 36/12: VP 6: 245         50.001         50.001           Ser pound: Int 16: 10: 10: 10: 10: 10: 10: 10: 10: 10: 10</td> <td></td>	%2.3         60.5         550           87.4         50.5         51.5         51.5           Frev. Day Deen Int 36/12: VP 6: 245         70.5         50.5           Ser pound: Int 36/12: VP 6: 245         50.001         50.001           Ser pound: Int 16: 10: 10: 10: 10: 10: 10: 10: 10: 10: 10	
(Continued)	State       State <th< td=""><td>Line         Det         Solids         Det         Solid         Det           Est Solids         Det         Solid         Allow         Det         Solid         Solid         Det         Solid         <td< td=""><td>But         Joint         Joint         But         Joint         Juint         Joint         Juint         Joint         Joint         Joint         Juint         Joint         Join</td><td>FRE INCH FRANC (IMMI)         FRE INCH FRANC (IMMI)           Sper Irdinc I point equals \$0,00001         14300         +50           16465         15810         Dec         14380         +50           16465         16210         Mar         14372         45           16405         16220         Jun         14372         45           16405         16220         Jun         14372         45           Esi, Sales         Prev Sales         Prev Dor Open Int.         80a           Fermini equals \$20,0001         Sales         5400         114           Spres mark-1 point equals \$20,0001         5487         5490         114           Spres Still         Dec         5423         5542         136           Totol         Still         Dec         5423         5542         136           Totol         Still         Dec         5523         556         18         136           Totol         Still         Jun         5604         5604         5452         148</td><td>N: Ho Self 4</td></td<></td></th<>	Line         Det         Solids         Det         Solid         Det           Est Solids         Det         Solid         Allow         Det         Solid         Solid         Det         Solid         Solid <td< td=""><td>But         Joint         Joint         But         Joint         Juint         Joint         Juint         Joint         Joint         Joint         Juint         Joint         Join</td><td>FRE INCH FRANC (IMMI)         FRE INCH FRANC (IMMI)           Sper Irdinc I point equals \$0,00001         14300         +50           16465         15810         Dec         14380         +50           16465         16210         Mar         14372         45           16405         16220         Jun         14372         45           16405         16220         Jun         14372         45           Esi, Sales         Prev Sales         Prev Dor Open Int.         80a           Fermini equals \$20,0001         Sales         5400         114           Spres mark-1 point equals \$20,0001         5487         5490         114           Spres Still         Dec         5423         5542         136           Totol         Still         Dec         5423         5542         136           Totol         Still         Dec         5523         556         18         136           Totol         Still         Jun         5604         5604         5452         148</td><td>N: Ho Self 4</td></td<>	But         Joint         Joint         But         Joint         Juint         Joint         Juint         Joint         Joint         Joint         Juint         Joint         Join	FRE INCH FRANC (IMMI)         FRE INCH FRANC (IMMI)           Sper Irdinc I point equals \$0,00001         14300         +50           16465         15810         Dec         14380         +50           16465         16210         Mar         14372         45           16405         16220         Jun         14372         45           16405         16220         Jun         14372         45           Esi, Sales         Prev Sales         Prev Dor Open Int.         80a           Fermini equals \$20,0001         Sales         5400         114           Spres mark-1 point equals \$20,0001         5487         5490         114           Spres Still         Dec         5423         5542         136           Totol         Still         Dec         5423         5542         136           Totol         Still         Dec         5523         556         18         136           Totol         Still         Jun         5604         5604         5452         148	N: Ho Self 4
25% 25% Synleys 100 2.3 21 4740 45 22% 43% →1 21% 50% Sector 78 28 25 300 36% 36% 36% → TT	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	AUNO CO INTERNOT OCHAR SET CLEME I AUNO CO INTERNOT OCHAR SET CLEME I J S.J. S.JD. AUNO 4400, HOW SAME SLOV SJ. S.JD. AUNO 4400, HOW SAME SLOV SJ. SJD. AUNO 4400, J.J. SAME SLOV SJ. SJ. SJD. 4.J. 4.BD. AUNO 5.J. SJ. SJD. 4.J. 4.BDDD. 4.J. 4.BDDD. 5.J. 1.DDDD. 5.J. 1.DDDD. 5.J. 1.DDDD. 5.J. 1.DDDDD. 5.J. 1.DDDDD. 5.J. 1.DDDDDDD. 5.J. 1.DD.	Metals	2/20         3609         See         5ales         5al	
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ymi         ref         initian         and         118         356         327         217         327	1114       1141	Livestock	Nov.         B1.75         -1.80           85.50         54.40         Doce         84.50         H4.50         B2.75         -1.80           77.20         72.35         73.50         Jon         74.00         78.00         78.00         72.95        75           77.00         59.70         Max         74.00         78.00         78.00         72.90        73           71.45         71.00         May         70.00         70.00         47.72        73           70.00         47.20         Jul         70.00         70.00         47.72        73           Dec         64.75        73         Jul         70.00         47.73        73           Dec         64.75        75         May         64.75        75           May         64.75        75         May         64.75        75           Jon         64.75        75         May         64.75        75           Jul         64.75        75         May         64.75        75           Jul         64.75        75         May         64.75        75           Jul         64.74         74.7 <td>17100         1712         Prev. Sales         1.035           Prev. Dav Coen Int.         7.865         1.035           Prev. Dav Coen Int.         7.865         7.266           Stoud Ubs.cents Per Ds.         7.245         7.261           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.261           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.267         6.263           Stoud Ubs.cents Per Ds.         6.271         6.261           Stoud Ubs.cents Per Ds.         6.2755         6.263           Stoud Ubs.cents Per Ds.         6.263         6.263           Stoud Ubs.cents Per Ds.         6.275         7.151</td> <td></td>	17100         1712         Prev. Sales         1.035           Prev. Dav Coen Int.         7.865         1.035           Prev. Dav Coen Int.         7.865         7.266           Stoud Ubs.cents Per Ds.         7.245         7.261           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.261           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.265         7.265           Stoud Ubs.cents Per Ds.         7.267         6.263           Stoud Ubs.cents Per Ds.         6.271         6.261           Stoud Ubs.cents Per Ds.         6.2755         6.263           Stoud Ubs.cents Per Ds.         6.263         6.263           Stoud Ubs.cents Per Ds.         6.275         7.151	
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	11**       [2**]	PEEDER CAT LE CALE           #L00         17.70         Oct 77.70         71.90         71.25         71.25         +10           BL40         17.70         Oct 77.70         71.90         71.90         71.05         +30           S135         4.55         Jon 71.25         71.40         74.70         71.91         +31           S135         4.52         Jon 71.25         71.40         74.70         71.95         +36           S135         4.52         JAM         71.25         74.00         74.70         74.97         +36           S135         4.52         JAM         71.25         74.00         1.97         +35           7100         J.20         Apr 71.71         71.71         71.70         71.00         +36           7100         J.20         Apr 71.71         71.70         71.70         71.00         +36           7100         J.20         Apr 71.71         71.01         71.00         +36           7100         J.20         Apr 71.71         71.01         71.00         +36           7100         J.20         Apr 71.71         71.01         71.00         +36           71400         J.20	SIL VER (COMEX)1         763.7         +1.5           M6.0         240.0         Cct         763.7         +1.5           1014.8         Sct.5         Dect         763.7         +1.5           1014.8         Sct.5         Dect         763.7         +1.5           1020 For year. cents over frow oz.         763.7         +1.5         +1.5           103.8         Sct.5         Dect         770.0         773.5         +1.5           103.0         St3.0         Jian         760.7         770.5         +1.5           104.1         Sct.5         Dect         760.7         770.5         +1.5           104.1         Sct.9         Add mor         760.7         770.5         +1.5           104.7         Sct.9         Max         M1.5         M1.7         +2.3           104.7         Sct.9         Max         M2.5         M2.5         +2.4           1052.0         Sct.9         Dect         M4.0         M2.4         +2.4           1052.7         Sct.9         Max         Max         M2.4         +2.4           1052.7         Sct.9         Max         M4.0         M4.0         M2.4         +2.4	Prev. Dav Open Int., 1940/ 001102           HEA/TIME DIL 1NT/ME1           ST00 941-0011         St10 St.00         St15 St.05         St.05           ST00 941-0011         St.00         St15 St.05         St.05         St.15         St.05           ST00 942-0011         St.00         St.15         St.05         St.15         St.05         St.15         St.05           ST00 942-0011         St.00         St.15         St.00         St.15         St.05         St.15         St.05         St.15         St.05         St.16         St.00         St.15         St.05         St.16         St.00         St.15         St.05         St.16         St.00         St.15         St.05         St.16         St.00         St.17         More St.10         St.00         St.16         St.00         St.17         More St.10         St.20	adier of
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AL-MAL GRDUP -W+ALMOITUN, SAS22.57 1.3 Sele \$7. -Tri Monored Currency APAX FINAMCIAL CORP. Moriline Pouss PCB N-ASNessou. 	Introductory on supplied by the Formal Instant with the Background of Submer Subsect of Question and Submer Files.	Frev. Dev Open Int.         5.050           Food         Cop Fee C (NY CSCE)         J7.500 (Buc-Cent) Ser Ta.           J7550 (Buc-Cent) Ser Ta.         124.25         121.35         121.00        45           J7500 (Buc-Cent) Ser Ta.         125.00         121.30         121.00        45           J7500 (Buc-Cent) Ser Ta.         127.50         126.00         121.30         127.41        45           Currency Options         Correction Ser Ta.         Options         Ser Ta.	Prev. Day Depen Int. 7239 GOLD (COMEX) 100 Intry az-dollars per frov cz. 444.00 Miuo Nov 458.00 457.00 457.2010 510.00 361.00 Oct 458.00 458.00 457.0010 510.00 377.50 Feb 471.00 470.71 447.10 467.30 510.00 377.00 Acr 477.00 477.70 475.00 +.20 510.00 378.00 Acr 477.00 477.70 475.00 +.20 510.00 378.00 Acr 515.00 505.00 504.00 504.00 +.20 510.00 515.00 Jun 517.70 +.00 510.00 515.00 Jun 517.70 +.00 511.50 515.00 Jun 537.70 +.00 511.50 515.00 Jun 537.70 +.10 511.50 515.00 Jun 537.74 +1.10 Fet, Soles 20.000 Prev. Sales 20.000 Prev. Day Open Int. 138.557	SP LOWP, MULTIPLE PLANE Dec 179 50 177 17 31975 1192510 05 24275 2120 Mor 12740 213 70 177 10 27100110 14120 30950 Jun 129 53 345 57130 2771010,00 14120 3700 See 1900 33900 30007 30 3010 15-9 Ell Sates Prev. Dov Open In1 113,738 VALUE LINE IKCBTI points and Echis 285.0 2430 Mar 17350 7750 27100 77285740 785.0 2430 Mar 17350 7750 27200 77210110 785.0 2430 Mar 17350 7750 27200 77210110 785.0 2430 Mar 17750 7750 7720 77200740 785.0 2430 Mar 17750 7750 7750 7720100 785.0 2430 Mar 17750 7750 7750 7720100 785.0 2400 Dec 18180 15480 17551 119 70407 19145 160 Dec 18180 15480 17551 119 70407 19146 162,55 Jun 1757 165 7551 119 70407 19146 162,55 Jun 157,70 15420 1552 119 101 25600	
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#### INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

#### RUSINESS ROUNDUP

### Kerkorian Moving on Pan Am

By Agis Salpukas New York Times Service mpleted a study of Pan Ameriin World Airways that brings him oser to a possible takeover of the sleaguered carrier, according to surces familiar with the deal. Mr. Kerkorian said more than a south ago that he was interested in

rying a stake in Pan Am. **Rhône** Net Rose

### 15.4% in Half Special to the Herald Tribune

PARIS - Rhône-Poulenc SA, the state-owned chemical and pharmaceuticals group, said Tuesday that net carnings in the first half of 1987 rose 15.4 percent to 1.14 billion francs \$186 million) from 988 million

a year earlier. Sales in the period ended June 30 rose 2.7 percent to 28.75 billion francs from 27.98 billion, it said. The consolidated figures in-

clude the results of Union Carbide Corp.'s U.S. agricultural products business, which Rhône-Poulenc. France's biggest chemical company, ac-quired at the end of 1986. Those results were not broken out. In September, Rhône-Poulenc bought Stauffer Chemical Corp.'s basic chemicals business for \$500 million, which is expected to increase Rhône-Poulenc's U.S. sales as a percentage of total sales to 11 percent from 3 percent.

Sources familiar with the sixweek study said that representa- with Sir James Goldsmith, the Brit-NEW YORK - Kirk Kerkor-ives of Mr. Kerkorian were expect-ish-French financier, who also had the U.S. financier who controls ed to begin talks this week with Pan a team of experts look at the airline. IGM-UA Communications, has Am's unions, seeking a way to gain control of the airline. The talks with the unions will be crucial in determining if Mr. Ker-

change.

\$180 million a year. kotian pursues a purchase, the Although Pan Am has shown sources said. some recovery because of heavy A spokesman for Pan Am said traffic to Europe this summer. the company did not comment on management considers its costs too takeover efforts. high to ensure long-term survival.

Neither the leaders of the union The company earned \$10.5 million coalition nor Mr. Kerkorian were in the second quarter, in contrast to available for comment.

The stock was trading at about

\$6 earlier this year when takeover

speculation was at its height. But

after Resorts International sold its

12.2 percent stake in July and Don-

ald J. Trump, the real estate devel-

oper who took control of Resorts,

also sold a block, the takeover spec

stock has sagged since then.

ulation subsided. The price of the

The union coalition indicated

earlier this year that it would be prepared to offer about \$180 ml-

lion a year in concessions over

three years. In return, it said it

wanted to increase the 7 percent

stake that workers now have in Pan Am. The coalition also wants to

control the board and gain other

safeguards of employee interests.

the five unions at the company,

a loss of \$152.4 million in the sec-Pan Am's stock closed Monday ond quarter of 1986. at \$4.50, down 12.5 cents, in trad-

The airline said Monday that its ing on the New York Stock Ex- traffic was up 14.4 percent in September, compared with last year.

In August, the unions held talks

A source close to that effort said

it broke down when the team said

the labor coalition would have to

make much deeper wage cuts than

After many years of losses the carrier has had much better results this year and may reach its goal of showing a profit for the year, company officials have predicted.

Even if Mr. Kerkonan and his staff work out an agreement with the labor coalition, a big hurdle remains: Pan Am's strongest union, the Transport Workers Union, which is not part of the labor group.

Pan Am's board was scheduled to have a regular meeting Tuesday, but was not expected to consider any Kerkorian or union proposals. The union coalition has put management in the unusual role of reacting to the coalition's drive to

After months of trying to find a financial angel, however, it was mfind a buyer. Just as in the case of the takeover of Trans World Airlines by Carl C. clear what the coalition's position would be in the upcoming talks. Icahn, the switched roles at Pan The coalition, known as the Joint American are an indication of how Labor Council of Pan Am, repre-sents about 20,000 of the airline's unions have been able to use their ability to give concessions as a way of playing a major role in any take-over of their airline. workers and is made up of four of

### Lotus to Unveil 'Intelligent' Software

love, who heads the company's

research and development. First

details came in a speech to insti-

A copy of the speech, deliv-ered by Jim P. Manzi, Lotus's

chief executive, was released by

gorize information on the fly."

er user wrote himself a note

about a dinner he had attended.

tutional investors on Friday.

By David Sanger New York Times Service NEW YORK - Lotus Devel-opment Corp. will introduce

The program, called Agenda,

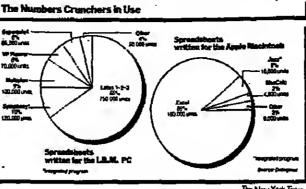
Kapor, Lotus's founder, and S. Jerrold Kaplan, who left recently as Lotus's chief of technology. Separately, Lonis said Monday that it would release two

computer. "Modern Jazz," a sucessor to the company's failed Jazz" program, is expected carly next year, and a version of Lotus 1-2-3 is expected in 1989. Lotus 1-2-3 now runs only on

market for spreadsheets that run on the Macintosh. Microsoft began direct com-petition on Tuesday with Lotus

for the loyalty of IBM PC adsheet users with the introduction of Excel, a spreadsheet for IBM's new generation of personal computers. The introduction comes at a

soft: The company said Monday that its revenues for the quarter ended Sept. 30 would exceed \$100 million, compared with \$66



listing his companions, the Mexican restaurant, the menu and topics discussed. The software might cross-reference all that data with information about other dinners, other dining companions, similar topics or Mexican food

A few weeks later, Agenda would remind the computer user to make a follow-up phone call, jogging his memory about the topic discussed at the first dinner.

Excel Unveiled

the company on Monday. Mr. Manzi called the program "a Microsoft, officially unveiling its long-awaited Excel spread-sheet program for IBM, said Tuesday that it is the first such flexible tool for managing tasks, ideas, people, plants and goals that lets users collect and catesoftware to fully exploit Intel Corp.'s powerful new computer chips, The Associated Press re-Industry experts who have seen versions of the program describe it as an "electronic scratch ported from New York. pad" that uses some rudimentary

artificial intelligence techniques to correlate information. William Gates, Microsoft's chairman, said that the new program would revolutionize The program divides data in to "items" and "categories." The eadsheet applications, one of the most important business uses latter might include telephone calls, visitors or "things to do." Say, for example, that a computof personal computers.

Excel will carry a \$495 list price and is to be shipped next month, Microsoft said.

### Salvaged N.Y. Bowery Bank Is Bought for \$200 Million

By Eric N. Berg New York Times Service NEW YORK - The Bowery

Savings Bank, one of New York's oldest savings banks, has been sold, two years after a group of investors helped rescue it from near collapse with federal backing. The buyer, the Los Angeles-

based H.F. Ahmanson & Co., an owner of savings and loan institutions across the United States, will pay \$200 million in cash.

The price will produce a \$100 million profit for the investors who transformed the Bowery into a privately held company in 1985. The group included Richard Ravitch. the former head of New York's Metropolitan Transportation Authority; Laurence A. Tisch, chief executive of CBS Inc., and Warren

Buffett, the financier. Although the investors placed \$100 million of their own money at risk, they received nearly \$300 milbon in financial aid and guarantees against losses from the Federal De-

posit Insurance Corp. The Bowery traces its roots to 1834, when waves of immigrants began arriving and settling on New York's Lower East Side.

Beginning in the early 1980s, the Bowery fell onto bard times as interest earnings from its portfolio of old, low-paying, fixed-rate mort-gages were inadequate to finance

gh-rate deposits. Under Mr. Ravitch, the Bowery has climbed back to profitability; its net worth nearly doubled in the last two years, to nearly \$200 million. But according to Mr. Ravitch, the Bowery lacked adequate capital -as well as economies of scale and product diversification — to com-pete against stronger rivals. With the Bowery unable to grow and cut costs as quickly as those rivals, its

investors decided to sell out to Abmanson, an investor with even deeper pockets, Mr. Ravitch said. Ahmanson said it was attracted by the Bowery's firm position in New York's real estate market. Bowery has 25 New York City branches with \$6.7 billion in assets

Page 15

and \$5.1 billion in deposits. On Wall Street, initial reaction to Ahmanson's move was basically favorable. The company, analysis noted, has built up more than \$27 billion in assets by avoiding many other businesses into which savings and loans have ventured and by focusing instead on one business: making one type of adjustable-rate loan to owners of single-family

In trading Tuesday on the New York Stock Exchange. Ahmanson stock closed at \$20.50, down 25 cents.

### **Citicorp Sets 2-for-1 Split**

NEW YORK -- Citicorp has declared a 2-for-1 stock split on outstanding common shares. The shares will be distributed Nov. 10 to holders of record Oct. 30.



#### Hooker of Australia to Buy Altman, Its 5th U.S. Chain Compiled by Our Staff From Dispatches for 80 percent of a new holding

SYDNEY - Hooker Corp., an ustralian property and retail impany, said Tuesday that it had greed to buy control of B. Aluman Co., its fifth U.S. retail acquisim in the past 18 months.

Hooker said it would purchase

e stake from a group of investors to bought the stores in 1985 from e Altman Foundation, a charity tablished by the founder, Ber-

rd Aluman, before his death in 13. Under the 1985 agreement,

e foundation retained its real es-

Hooker's spending spree began

mid-1986, when it acquired 80 rcent of the California-based

erksamer Jewelers cliain. But the we increased in April when It

te holdings.

Hooker also agreed in early September to join major shareholders of Parisian Inc., a specialty retailer Hooker, run by George Herscu, based in Birmingham, Alabama, in property developer, said it would ry 58 percent of the closely held a \$252 million buyout.

its founding family.

company that would be 20 percent-owned by Robert T. Sakowitz, the

chain's chairman and a member of

In addition, Hooker said it was mpany for an undisclosed price, developing four regional shopping mails in the United States, averagale negotiating for the rest. B. uman, an up-market chain with department stores in New York ing 1.5 million square feet (139,000 ite, New Jersey and Pennsylva-a, has annual sales of about \$320 square meters) each. "Our interest in B. Altman is

based on the extensive retailing ex-pertise and broad market recognition of the chain," Mr. Herscu said

"Altman's upscale image will complement Hocker's other recent retail acquisitions in the U.S.," he said.

Altman's flagship New York City store, occupying the entire block between Madison and Fifth avenues on East 57th Street, is a

welt-known landmark. The group selling Altman in-cludes Anthony Conti and Philip C. Semprevivo, former partners in

To emphasise our strengths, we'd just like to add a word.

### The Numbers Crunchers in Use

within the next month an unusual program that incorporates several artificial intelligence techniques. Company officials said it would let computer users analyze ideas and text much as spreadsheets allow them to analyze numbers.

has long been the source of spec-ulation in the computer industry. It has been under development for several years by some of the software industry's best-known talents, including Mitchell D.

million in the corresponding 1986 quarter. The news sent its stock up \$6.50 a share, to \$79, in over-the-counter trading on Monday. Agenda was designed by Mr. Kapor, Mr. Kaplan and Ed Be-

programs for Apple's Macintosh

personal computers made by In-ternational Business Machines Corp. Lotus's chief rival, Micro-soft Corp., has dominated the

time of terrific growth for Micro-



ew York-based Bonwit Teller dithe accounting firm Deloitte, Haskins & Sells. sion for \$101 million.

Last week the Australian develier said it would acquire most of ancially beleagured Sakowitz c., a Houston retailer, under a organization planfiled in federal mkruptcy court. Hooker would pay \$7.5 million

Hooker's extensive U.S. operations include Hooker-Barnes Homes and Hooker Holdings, based in Atlanta. Last December, Hooker bought Merrill Lynch Commercial Real Estate. (Reuters, AP)

### MADISON: Computer Wave

sek cleanser and \$80 million for te daily rub-clean product. Less han a quarter of them are males. So all seven of the 15-second

Toyota Plans

Slumping Sales

Los Angeles Tunes Service TORRANCE, California –

Toyota will place 14 million pairs of cardboard-and-plastic

glasses for three-dimensional newing inside Time, People and Cosmopolitan magazines next week to accompany an adver-

The 3-D insert is part of Toyo-

ta's effort to revive U.S. sales of

its subcompact, which slumped

10 percent last year. We wanted a blockbuster ad

that will get people to nonice Toyota," said George Borst,

Continued from first finance page) commercials will feature handsome younger women who all promise, "We can help you love your lenses." They're not expensive spots, since they are what the trade calls "talking heads" except for a brief, simple product shot.

Like many products from pharmaceutical companies that are sold over the counter, the Alcon prod-ucts were originally promoted only to health-care professionals. But Alcon, like many of its competitors, is now taking its messages directly to a health-conscious public.

#### People

• William S. David has been named publisher of Cosmopolitan magazine.

 Kenneth J. Majka is joining Richardson, Myers & Donofrio of Baltimore as executive vice president and creative director. John Mann has joined Bonwit

Teller, the New York department store, as advertising director.

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marketing manager for Toyota Motor Sales USA Inc. Experts estimated the cost at 51.5 million, about half of what the financial services company Fransamerica spent last year on "pop out" magazine ad that Corporation catured a cardboard cutout of ts pyramid-shaped headquarers in San Francisco.

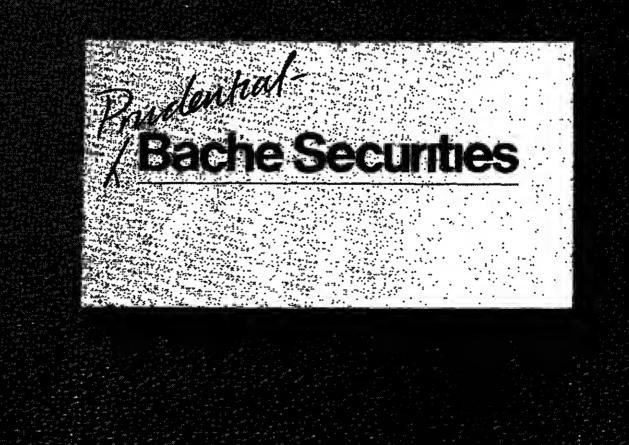
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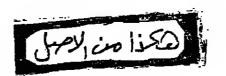
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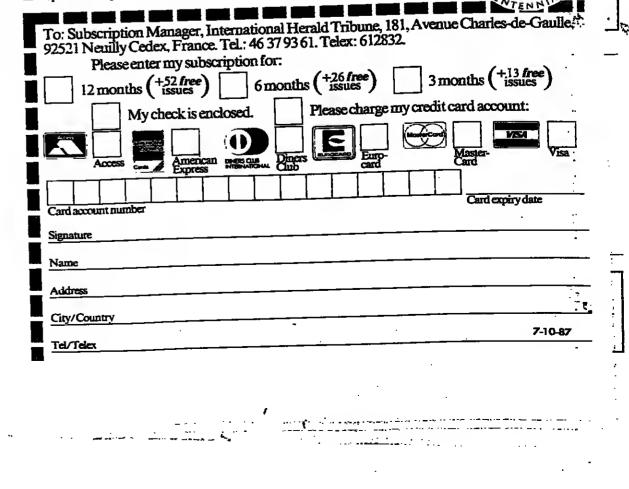
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Germany*	D.M.	0130 56 23	130	72	40	40% 1
Gr. Britain	£	**	22,000	12,000	6,600	45%
Greece	Dr.		150	82	45	45%
Ireland	flt	**	380,000	210,000	115,000	42%
Italy	Lite	(02) 345 23 69	11,500	6,300	3,400	37% -
Luxembourg	L.Fr.	**		360	198	40%
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#### EURRENCY MARKETS

### **Dollar Mostly Lower on Rate Worries** helped to curb earlier technical sales. But they said the market was

Compiled by Our Staff From Dispatcher NEW YORK — The dollar osed slightly lower Tuesday prinst most currencies in a market minated by concern about global iterest rate increases. In New York, the dollar crept up , 146.70 Japanese yen from 146.55

a Monday. But against the Deutsche mark, e dollar ended at 1.8330, down om Monday's close of 1.8395.

Earlier in Frankfurt, the dollar as fixed at 1.8341, down from 8444 on Monday. The drop followed news that the indesbank, West Germany's cen-

al bank, raised a securities-related terest rate and that the move aid be a precursor to an increase the country's equivalent of the S. prime rate, according to Kathin Buckley, a trader with the mk of Ireland. many traders expect an increase in government money rates by Christ-

The dollar also closed in New yek at 1.5305 Swiss francs, down ym 1,5330 on Monday, and at 1995 French francs, more than 2 numes down from 6.1225.

The dollar was also lower against British pound, which closed at .6335, against \$1.6285 on Mon-

tons oil equivalent.

London Dollar Rates Closico Devisite meri Pound starting Japanese yea Tue. 1,**8345** 1,6325 746,65 1,5300 4,1973 Japanese yea Swiss franc French franc Source : Reute

ing in Europe, but still ended down

Dealers said that rumors about

increases in U.S. interest rates

on the day.

Norway May Order Delay

In Oil and Gas Investment

OSLO — Norway said Tuesday that some of its proposed North Sea oil and gas development projects might have to be temporarily shelved to prevent investment from reaching excessive levels. In its 1988 draft budget released Tuesday, the minority Labor government predicted Norway's oil and gas output would hit 76 million metric tons (83.6 million short tons) oil equivalent in 1988, about 12 percent more than this year's forecast of 68 million metric tons of the prevent to the temporary of the prevent of the second seco

The government said total investment in Norway's offshore sector was likely to reach 33.5 billion kroner (\$4.98 billion) in 1987, but that new investment should not exceed 25 billion kroner a year if Oslo is to

In 1986, investments in Norway's petroleum sector totaled 25.

billion kroner, according to the Norwegian Oil Directorate, Cutbacks in investment could affect the second phase of Norsk Hydro's Oseberg oil field project and several other proposed projects swaiting ministry approval, industry sources said.

ensure stable investment levels in the years ahead.

essentially directionless ahead of U.S. trade data for August due out 13422 14235 146.50 1.5350 In London, the dollar closed at 1.8345 DM, down from 1.8402 at the opening and 1.8422 at Mon-day's close. 4,1346

The dollar closed lower at 146.65 There was also speculation in the New York currency market about the direction of U.S. interest rates, of 146.80. It closed at 1.5300 Swiss following a warning to the Federal francs, down from 1.5350 on Mon-Reserve Board by Beryl W. Sprin-kel, chairman of the President's more than 2.5 centimes down from Council of Economic Advisors. 6.1346 on Monday.

Mr. Sprinkel, who has an-nounced his resignation with effect uncertainty as high interest rates from November, urged the Fed not and hopes of short-term gains atto restrict the growth of the U.S. tracted buyers, according to some money supply to the point of damdealers. aging the economy. Despite Mr. Sprinkel's views,

The pound closed in London at \$1.6325, against \$1.6235 on Monmas, Ms, Buckley said. Earlier in Europe, the dollar sta-bilized during quiet afternoon trad-

day. Earlier, in Paris at 6.1050 French francs, down from 6.1360. The dollar closed in Zurich at 1.5305 Swiss francs, down from 1.5355. Overnight in Tokyo, the dollar

(Continued from first finance page)

domestic industry regain market shares lost at home and abroad.

closed at 146.70 yen, down from 147.05. (UPI, Reuters)

Pöhl Says Rise In Rate Aims to Curb Inflation

FRANKFURT - The presi-dent of the Bundesbank, Kad Otto Pohl, said Tusday that the West German central bank wants to slow the rate of money growth to counter inflationary fears. Mr. Pöhl was commenting on

Tuesday's rise to 3.6 percent from 3.5 percent on the rate at which the Bundesbank offers funds to the domestic money market. He said the rise was not a monetary change of course.

"But in the current situation," he said, "we want to indi-cate that the Bundesbank, with this especially flexible insurament, wants to gradually sub-due the pace of monetary expansion to the extent that nobody need expect a deterioration of the price climate in West Germany, including in the

long term." Mr. Pohl said a further rise in yields was undesirable.

bacco, for an expected increase of 3

Mrs. Brundtland suggested

(Continued from first finance page) wanted something more plush. But the Japanese are certain also to end up gunning for the owners of American and European luxury cars like Mr. Carpenter, setting up what some experts think will be one

The move into upscale cars by the Japanese is more of a threat to Detroit than the competition from Japan in the low end 10 years ago," said Christopher Cedergren, a senior analyst at the automobile research firm of J.D. Power & Associates.

It is at the high end of the market where profit margins are fattest for General Motors, Ford and Chrys-

ler. And it is in that segment, ana-lysts predict, that Detroit's cars will be the most vulnerable to competitors who have proved themselves to be aggressive and quality-conscions. Despite a downturn this year, it is also where sales are expected to grow the fastest in the

flashier images and the cachet of names such as Jaguar, Audi, BMW and Mercedes-Benz, are expected to be vulnerable because they have historically captured many drivers

ed to something classier. "The domestics have much more to lose at first," Mr. Cedergren said. "Later the BMWs and the Mercedeses will feel the pinch,

Honda's early experience with

Honda's early experience with Acura suggests that both Detroit and the Europeans have plenty to worry about. Surveys of buyers of Acura's Legend coupe showed that about 41 percent had previously owned Japanese cars, 33 percent had owned domestic cars and 24 tend that they continue to set the standards in styling, handling and technical advances such as anti-lock braking systems. But makers of luxury cars on both sides of the percent had owned European mod-Atlantic say they have grown in-Mrs. Brundtland can count on support from a 79-seat Labor-So-cialist Left parliamentary bloc, but the surveys showed. "These people "We definitely see it as a threat," she needs further backing from at can buy whatever they want, within said Peter Gerosa, general sales come taxes among higher income least one of the centrist parties to reason," said Ed Taylor, a vice brackets and would raise levies on secure a majority in the 157-seat president of Acara, "We're clearly products such as alcohol and to- partiament. a serious alternative."

Davis Illingworth Jr. of Toyota, above, and William R. Bruce of Nissan.



"The competition is only going to its upscale Lincola-Mercury diviget tougher." However promising the outlook for them, the Japanese companies

are well aware that they have a host of problems to overcome, not the least of which is creating an image of luxury from scratch. The more expensive the car, experts say, the more important it is that the car company's luxury cars. "They're make a statement about the accom-plishment and social standing of the driver. A car that no one has don't have it and we want to be able ever heard of does not say much of anything.

development and marketing - in short, to exhibit the same patience and persistence they displayed in cracking the lower and middle segments of the American market.

William R. Bruce, the head of Nissan's new laxury division, Infiniti. "You're not going to come in with der sedan that will probably go for the reputation and image of a Mer- around \$30,000, and what the com-

plus another 50,000 or more of its lower-priced Integra model, which is not considered a luxury car. By comparison, Cadillac will sell about 277,000 vehicles this year and Mercedes about 90,000 in the United States. Mr. Bruce thinks Nissan could eventually sell New model, and the consumer's mind from their tradi-tional models, just as Honda did by calling its operation Acura. Even though their established names have high recognition, they 200,000 Infiniti cars a year.

Executives at the three compa-mes say they are simply following the needs of the loyal customers The European automakers conwho have been buying their lessexpensive cars for years — often baby boomers now starting to reach the peak of earning power. Many of those buyers have already moved up from their small first cars into more costly Japanese imports and now, in significant

numbers, they are looking to take the next step into the \$20,000-andsaid Peter Gerosa, general sales and service manager for the Cadil-lac division of General Motors, and service manager for the Cadil- up market. Just as GM holds up tage, but we're not going to make it has division of General Motors, Cadillac as something for Chevro- our focal point. either," said Mr. long the leader in huxury-car sales. let drivers to aspire to and Ford has Bruce of Nissan.

sion, the Japanese makers want to be able to hold their customers in the family as they move up in the world.

"Our customers have grown up with us," said J. Davis Illingworth Jr., the head of Toyota's new Lexus division, which will market the to offer it to them."

Toyota and Nissan so far have -Executives of the Japanese com-panies say they are willing to learn vehicles they plan to sell. Each has and to spend heavily on product said it plans to start with two cars. In the case of Nissan's Infiniti line, one will be a 4-door sedan. powered by an 8-cylinder engine, that dealers say could sell for as much as \$35,000. The other will be "We know it's going to take a sports coupe with a smaller V-6 some time and some backs," said engine that is expected to sell for engine that is expected to sell for around \$30,000. Toyota's Lexus line will include a 4-door, 8-cylinpany calls a "near-luxury" sedan at around \$20,000.

open to the idea of a Japanese luxu-ry car. Actura expects to sell more than 55,000 of its Legends this year plus another 50,000 or more of its lower-priced Integra model, which is not considered a human set of the set with Infiniti, are developing dis-tinct brand identities for their hum-ry lines to separate them in the consumer's mind from their tradi-

also continue to carry the vestiges of their low-end heritage, an associ-stion that a would-be luxury car maker cannot afford.

Not wanting to cut itself off completely, however, from the pos-itive image of quality and reliabil-ity that Honda feels its name has earned, the company clearly identi-fies Acura in its advertising as "a new division of American Honda." Nissan and Toyota are expected to use similar strategies. "We're not going to shy away from our heri-

The Labor government has at-tributed Norway's foreign trade deficit in part to industry's inability to keep pace with products offered by its products offered Tuesday that her government might be willing to compromise on 100. parts of its draft to avoid a fresh political crisis. by its main trading partners. But Mr. Berge still expects the current account balance of pay-ments deficit to widen to 35 billion "I think we've had enough gov-emment crises and should now concentrate on the tasks ahead," she said, referring to a failed oppo-sition attempt to oust Labor this kroner from a forecast 29 billion this year. The government also plans to cut subsidies to industry, fishing and agriculture and increase spending spring over 1987 budget revisions.

billion kroner.

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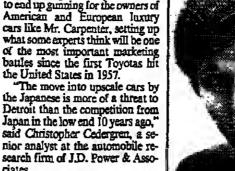
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### ACURA: Japanese Auto Manufacturers Assaulting the U.S. Luxury Market



next decade. Luxury cars are roughly defined as those selling for \$20,000 and up. Even the Europeans, despite

NORWAY: Draft Budget Unweiled of Japanese cars who have upgraded to something classier.

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103         Arbody         21         224           104         Armor         A0         1.8         554         224           14         Ashikans         11099         32<	3000         3014         -2         2114           4         213         22         + 10         163           4         27         2704         + 10         27           4         27         2704         + 10         27           4         27         2704         + 10         27           4         27         2704         - 10         37           4         3012         3004         - 74         334           4         3012         3004         - 74         334           4         3014         - 74         334         334           4         3014         - 74         334         334           4         304         - 74         334         334           4         304         - 74         334         334           4         44         - 74         334         334         334           4         144         144         234         34         34	14% Ofmeny 2772 14% Ofmeny 2772 23% Dionex 3 T4 17% Diateyr 401 13 34	233 223 234 + 4 30 20 30 - 34 304 304 304 - 4	221/2 e Indvat s 11.89 271/4 81/2 insect s 253 131/2 74/4 instep 1 3901 181/2 11/4 instr	184 174 184 + 4 254 242 254 - 4 9 843 843 - 4 124 114 124	29 15% Nerdans 4 13 55 45% 70% Nordans 10 4 4025 47% 70% Nordats 10 4 4025	40 38 21 + W 30 28% 28% -1% 36% 37% 77% - %	274 194 Suboru .28 3.5 2383 2143 1143 SutiFin .20 1.6 97 2443 1948 SutiFin .20 2.3 Se 21 1074 Sungto .23 Se 21 1074 Sungto .23 Se	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	1146         436         Twicky's         12         81         9         814         817           1646         1187         Trinsick         106         24         131         13         - 19           2046         1846         Trinsick         106         24         131         13         - 19           2047         1846         171         131         24         244         - 19           2048         1847         1701         204         244         244         - 146           3446         124         131         14         24         244         - 146           3448         1247         Trinsick         21         1844         214         214         - 146           3445         1247         1248         1184         1846         144         144         144         144           344         Trinsiche         1         3         3         -         46         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144
No. 144 Autospo 245 44 44 12% Avntek 950 144	219         4424         219 <td>a 3% Orreni 20 21 205 5 79 DomBk 72 34 97 6 Doskci 8 75 10% Dress 8 1221</td> <td>711/2 2074 21 + 44 844 8 014 1444 131/2 131/2 - 1/2</td> <td>24 624 intyDv 1543 1345 746 intyGen 424 6244 18 intel 17492 2278 5% intel wf 1225</td> <td>2271 2314 2374 - 30 111/2 1034 1034 - 30 4254 4054 4054 -2 22 2124 211/213</td> <td>3 4 4 NATU 123 604 51 NSTBCP 1.6 2.3 68 51 364 NOT 757 1.6 2.3 70 234 194 NWNG 1.5 7,9 576 374 24 NWNLE 56 2.3 170 157 107 NOWS? .16 3 66</td> <td>724 71/2 724 6014 5724 5734 441/2 44 44 - 14</td> <td>20-1.         17/4.         Samoro P. J. 44         15         278           21114.         Samoro S.         2.2         181           221174.         Samoro S.         2.2         181           21174.         Samoro S.         2.2         181           21174.         Samoro S.         2.2         181           21174.         Samoro S.         2.1         182           21174.         Samoro S.         1.20         2.3         182           21174.         Samoro S.         1.20         2.3         183           21174.         Samoro S.         4.1         3.3         181           2174.         Status Stratsv.         4.0         2.3         123           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         1.0<td>1 +1++1 -1 +1+1 +1+1 +1+1+1 +1+1+1+1 2 +2 +2 +1 +1+1 +1+1+1+1+1+1+1+1+1+1+1+1</td><td>517       4%       Thirmbon       57       4%       4%       - 16         2       3%       Thirmbon       10       1%       1%       1%       1%         4%       3       Thirmbon       10       1%       1%       3%       3%       1%         4%       3       Thirmbon       26       513       3%       3%       3%       1%       1%         23%       14       Tombon       26       513       20%       1%%       20%       - %         7%       2       Tombon       11       4%       4%       4%       - %         50       71%       Toild of L22       11       1002       5%       5%       - %         116       4%       1002       72       72       72       72       72         120       15%       Toild of L22       11       1002       5%       1%       - %         2116       4%       1002       5%       13%       13       13       - %         20       15%       Tombon       4%       131       13       3       - %         20%       15%       Tristroon       4%       131&lt;</td></td>	a 3% Orreni 20 21 205 5 79 DomBk 72 34 97 6 Doskci 8 75 10% Dress 8 1221	711/2 2074 21 + 44 844 8 014 1444 131/2 131/2 - 1/2	24 624 intyDv 1543 1345 746 intyGen 424 6244 18 intel 17492 2278 5% intel wf 1225	2271 2314 2374 - 30 111/2 1034 1034 - 30 4254 4054 4054 -2 22 2124 211/213	3 4 4 NATU 123 604 51 NSTBCP 1.6 2.3 68 51 364 NOT 757 1.6 2.3 70 234 194 NWNG 1.5 7,9 576 374 24 NWNLE 56 2.3 170 157 107 NOWS? .16 3 66	724 71/2 724 6014 5724 5734 441/2 44 44 - 14	20-1.         17/4.         Samoro P. J. 44         15         278           21114.         Samoro S.         2.2         181           221174.         Samoro S.         2.2         181           21174.         Samoro S.         2.2         181           21174.         Samoro S.         2.2         181           21174.         Samoro S.         2.1         182           21174.         Samoro S.         1.20         2.3         182           21174.         Samoro S.         1.20         2.3         183           21174.         Samoro S.         4.1         3.3         181           2174.         Status Stratsv.         4.0         2.3         123           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         4.1         3.5         2.2           2174.         Stratsv.         1.0 <td>1 +1++1 -1 +1+1 +1+1 +1+1+1 +1+1+1+1 2 +2 +2 +1 +1+1 +1+1+1+1+1+1+1+1+1+1+1+1</td> <td>517       4%       Thirmbon       57       4%       4%       - 16         2       3%       Thirmbon       10       1%       1%       1%       1%         4%       3       Thirmbon       10       1%       1%       3%       3%       1%         4%       3       Thirmbon       26       513       3%       3%       3%       1%       1%         23%       14       Tombon       26       513       20%       1%%       20%       - %         7%       2       Tombon       11       4%       4%       4%       - %         50       71%       Toild of L22       11       1002       5%       5%       - %         116       4%       1002       72       72       72       72       72         120       15%       Toild of L22       11       1002       5%       1%       - %         2116       4%       1002       5%       13%       13       13       - %         20       15%       Tombon       4%       131       13       3       - %         20%       15%       Tristroon       4%       131&lt;</td>	1 +1++1 -1 +1+1 +1+1 +1+1+1 +1+1+1+1 2 +2 +2 +1 +1+1 +1+1+1+1+1+1+1+1+1+1+1+1	517       4%       Thirmbon       57       4%       4%       - 16         2       3%       Thirmbon       10       1%       1%       1%       1%         4%       3       Thirmbon       10       1%       1%       3%       3%       1%         4%       3       Thirmbon       26       513       3%       3%       3%       1%       1%         23%       14       Tombon       26       513       20%       1%%       20%       - %         7%       2       Tombon       11       4%       4%       4%       - %         50       71%       Toild of L22       11       1002       5%       5%       - %         116       4%       1002       72       72       72       72       72         120       15%       Toild of L22       11       1002       5%       1%       - %         2116       4%       1002       5%       13%       13       13       - %         20       15%       Tombon       4%       131       13       3       - %         20%       15%       Tristroon       4%       131<
174 1 BEt .06e 7 112 BV 175 4274 Bokr Fn 1.00a 1.9 60 527 979 Bokr Fn 2.00a 1.9 60 527		30%         Douptin         120         17         60           5%         Dowstr         380         380           5%         Dowstr         380         380           1%         Decksin         20         1.2         347           1%         Decksin         20         1.2         347           1%         Decksin         20         1.2         347           1%         Decksin         320         1.2         347           1%         Decksin         320         1.2         347           1%         Decksin         320         1.3         247           1%         Decksin         320         1.3         247           1%         Decksin         100         318         318           1%         Disper         401         1.3         34           1%         Disper         401         1.3         34           1%         Disper         401         1.3         34           1%         Disper         312         21         256           1%         Deck18         321         21         254           1%         Deck18         32 <td>1         <th1< th=""> <th1< th=""> <th1< th=""> <th1< th=""></th1<></th1<></th1<></th1<></td> <td>32         1%         161         440           35%         22%         1A35         16         5         5415x           13%         5%         25%         145         16         5         5415x           13%         5%         15%         15%         5%         607         607           15%         5%         16%         16%         16%         5%         116         5         5415x           164         3%         16%         16%         1164         37         15%         116         37         217         15%         116         37         217         15%         116         37         217         15%         117         217         117         127         21         1         1         217         117         117         127         21         1         1         217         117         117         117         127         126         117         117         127         127         116         116%         127         127         127         126         117         127         127         127         126         117         127         127         127         126         117</td> <td>5355321 105555 3533 38 37 5555 35455 5 5 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8</td> <td>100         100         100         100           100         100         100         100         100           100         100         100         100         100         100           100         100         100         100         100         100         100           100         100         100         100         100         100         100         100           100         100         100         100         100         100         100         100           100         <t< td=""><td>50% 54 55 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5</td><td>12% a 5vsintu 428 22% 14 5vSoftw 200 30 13% évsim1 .12 4 116</td><td>714 714 714 - 14 274 2219 2219 -1 304 2719 2719 - 15</td><td>13 4% TurnBA 22 12% 12% 12% + 12 12% 11% TurnBA 18 12% 12% 13% + 16</td></t<></td>	1         1 <th1< th=""> <th1< th=""> <th1< th=""> <th1< th=""></th1<></th1<></th1<></th1<>	32         1%         161         440           35%         22%         1A35         16         5         5415x           13%         5%         25%         145         16         5         5415x           13%         5%         15%         15%         5%         607         607           15%         5%         16%         16%         16%         5%         116         5         5415x           164         3%         16%         16%         1164         37         15%         116         37         217         15%         116         37         217         15%         116         37         217         15%         117         217         117         127         21         1         1         217         117         117         127         21         1         1         217         117         117         117         127         126         117         117         127         127         116         116%         127         127         127         126         117         127         127         127         126         117         127         127         127         126         117	5355321 105555 3533 38 37 5555 35455 5 5 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	100         100         100         100           100         100         100         100         100           100         100         100         100         100         100           100         100         100         100         100         100         100           100         100         100         100         100         100         100         100           100         100         100         100         100         100         100         100           100 <t< td=""><td>50% 54 55 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5</td><td>12% a 5vsintu 428 22% 14 5vSoftw 200 30 13% évsim1 .12 4 116</td><td>714 714 714 - 14 274 2219 2219 -1 304 2719 2719 - 15</td><td>13 4% TurnBA 22 12% 12% 12% + 12 12% 11% TurnBA 18 12% 12% 13% + 16</td></t<>	50% 54 55 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	12% a 5vsintu 428 22% 14 5vSoftw 200 30 13% évsim1 .12 4 116	714 714 714 - 14 274 2219 2219 -1 304 2719 2719 - 15	13 4% TurnBA 22 12% 12% 12% + 12 12% 11% TurnBA 18 12% 12% 13% + 16
The second sec		18 Durkn 9 10 Duriron 56 21 75 7% Dynac 6 138 24% Dynac 6 414	184 18 104 + 4 12 114 114 - 4 264 254 24 + 4	19         74         infinet         337           19         74         infinet         18         13         262           19         74         infinet         318         13         262           19         74         infinet         318         13         262           254         21         infolia         27         154         21         infolia         27           154         24         infolia         77         154         24         104         105           254         21         infolia         27         154         104         105           22         14         infolia         27         11         116         24	1874 1842 1845 + 44 1796 1676 1676 45 1496 1472 1415 44 1473 1676 1676 45	304 174 Nozeli s .40 1.5 366 2619 15 Numrc .56 37 223 T 3% OATCP 481	2819 274 274 -14 15 15 15 619 64 63 - 4	1744 4% TBCS 4 945 2799 16/9 TCA 2/4 9 228 1746 74 1CBY 4451 1746 74 1CBY 4451 1746 74 1CBY 4451 1746 74 1CBY 4151 1746 74 151 nd5 13	11 18% 10% - %	2004 1046 Turner 128 52 12 90 2276 229 2286 15 876 546 TrnEq 100121221 124 54 546 546 19 114 1045 TwPeson 14 11 11
Ma SPu Bonthw 1.94 3.5 775 574 30 EV Bonchec 713 134 74 204 Bonchec 713 134 74 204 BKNE 1.24 24 177 340 115 Bohurg 3 48 44 340 13	14 54/3 5674 - 4 30 15 1314 1315 - 4 23 16 3334 34 + 4 13 11 10 12 + 4 21	The EMC s         1384           13V2 ESSEF         202           844 Foston         243           15V4 EIPost         1.52           15V4 EIPost         1.52           4         Eichaltig         94	255 244 2478 + 14 1946 1946 1946 1676 1876 1876 1676 1876 1876 1676 1876 1876 - 45 1876 1976 1876 - 45 1846 1974 1974 - 15 5376 - 16	1919         3         inflocifis         100           27th         1014         inflocifis         359         359           2544         23         inflocifis         359         359           1524         23         inflocifis         271         354         774           1524         744         inflore         77         353         221         14         inflore         424           221         14         inflore         359         1126         424           224         144         inflore         424         244         244         424           244         144         inflore         424         424         424         424           244         144         inflore         447         447         447	124 12 13 12 23 224 224 194 18 161 12	T 3% OWI CD 641 21 14/2 OWI PT 113 15% 5% Ocuure 1045 45% 24% Delige 84 24 555 47% 37% OkuCas 144 3.6 245	3134 21 3134 12% 12% 12% - Vs 34% 35% - 4 44% 4 44% + Vs	8 4% TPIEn 655 34% 15% TS Ind s 13 16% 7 TSO 304	446 493 493 - 931	15/2 9 UC Corpo 13 50 9/2 9/4 9/4 2/4 USR Ind 2 13/4 13/4 14/4 8/34 UIRcy Bar 77 10 9/9 9/4 34
. 14 254 BKNE 1.24 2.8 1777 344 1 11% Bankess 5 48 4.8 340 13 74 11% BankeStr 121 124 1 11% BanksCtr 121 124 1 128 BanksCtr 128 127 14 11% BanksCtr 128 127 14 11% BanksCtr 128 129 14 11% BanksCtr 128 129 14 11% BanksCtr 128 129 14 11% BanksCtr 128 129 14 128 128 128 14 128 128 128 14 128 128 128 15 128 128 128 15 128	12 174 124 - 4 33 2234 2234 - 4 2234 1244 1244 - 4 514	878 Elon's 257 4 Elon's 04 7 444 EluxAB 196 4 Emultar 124	7874 18 1874 - 192 1414 1574 1574 - 192 5376 5374 5374 - 74	124 5 IMP 487 174 94 InMobil 599 137 74 Intrete 176	124 12 13 12 23 224 224 12 1944 1296 1696 13 766 736 737 15 437 1696 39 978 936 956 2313 2213 956 39 1244 1139 1139 36 2514 2635 4236	T 3% OMT Cp 441 21 14% OMT PT 1113 15% 5% OCUUTS 1113 15% 5% OCUUTS 44 24 555 4% 17% OFICE 34 24 555 4% 17% OFICE 34 24 24 25% 5% OFICE 34 24 777 7% 16% DIMAGE 34 24 1477 7% 16% DIMAGE 34 24 1677 7% 16% DIMAGE 34 24 1677 27% 15% DIMAGE 40 24 1677 27% 15% OFICE 16% 17% 27% 15% OFICE 37%	254 25 25 - 4 264 254 754 374 274 274 157 154 154	34%         15%         13           16%         7         150         304           13%         14%         10%         304           13%         14%         10%         304           13%         14%         10%         10%           13%         14%         10%         10%           13%         14%         10%         10%           13%         14%         10%         10%           13%         14%         10%         10%           13%         14%         10%         10%           13%         14%         10%         314	3% 3% 3% - % 15 14 14% + % 12% 11% 12% + %	15½         9         UC Corp         13         50         7%         646         7%           2%         1%         USR Ind         2         1%         1%         1%         1%           14%         3%         Ultra         089         3         77         10         7%         099         %           15%         10%         Ultra         0.89         1%         1%         1%         1%           15%         10%         Ultra         0.89         1%         1%         1%         1%           10%         4         Ultra         1.30         1.20         1.86         1%         1%         1%           11%         6%         Ultra         1.30         1.21         1%         1%         1%         1%           11%         6%         Ultra         2         1.86         1%         1%         1%         1%           11%         6%         Ultra         7         2.2%         2.1%         1%         1%           11%         7%         1.01         1.1%         1.1%         1%         1%         1%         1%           11%         7%         1.01
<ul> <li><sup>74</sup> 11% Serris 439 12%</li> <li><sup>74</sup> 34 BastF 30a 1.7 90 444</li> <li><sup>74</sup> 34 12 BavVav 222 17%</li> <li><sup>15</sup> 35% BavEsta 1.44 2.3 537 460</li> <li><sup>75</sup> 5% BavCitC 1.40 2.9</li> <li><sup>75</sup> 6% BavCitC 7.3 15</li> <li><sup>76</sup> 4% Bastor 7.3 15</li> <li><sup>76</sup> 11% BastSy 127 127</li> </ul>	1736 1736 5 6 456 4599 - 34 164 16 736 736 - 17 37%	1% Encore 197 5% Endta .10e 4 245 10% Encore 214	376 376 376 1576 1576 1576 - 14 1774 1076 1076 - 76	1/64         VA         Introduction	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	34%         16%         OmePrc         407           25         15%         OpricC         160           25%         14%         OpricR         215           38         6%         OpricR         3735           12%         6%         OpricR         970	1945 184 1840 -144 1745 1649 1649 24 224 2342 - 45 174 154 14 -34	June         Terms         Constraint	20% 20% 25% -1 57% 57% 59% -1 50% 45% 40% -1 13% 12% 13 - %	12%         1%         0%         7%         2%         7%         2%         7%
A 1/4 Benson 72 15 17 17 Benson 127 18 Benson 127 19 19 Benson 12 19 1		7 444 ENUXAB 196 6 Emuler 174 174 Encore 174	254 1944 24 24 24 24 24 24 24 24 24 24 24 24 2	1975 244 190co s 179 23 7 194mm s 130 1286 576 Jackatot 106 0 834	1054 1054 10512 - 12 1812 1712 1712 - 14 2112 2114 3114 1215 12 12 - 14	15%         5%         Coulyre         1845           5%         24%         555         424         555           4%         37%         060 CG as 1.43         3.63         245           25%         24%         0160 CG as 1.43         3.63         245           25%         21%         0160 CG as 1.43         3.63         245           27%         16%         0160 CG as 1.43         3.63         245           27%         16%         0160 CG as 1.43         3.63         245           27%         16%         0160 CG as 1.43         3.63         247           27%         15%         0160 CG as 1.43         3.63         247           27%         15%         0160 CG as 1.43         3.63         1.17           21%         15%         0160 CG as 1.43         3.63         1.17           21%         1.44         00705 CG as 1.73         3.13         3.13           21%         21%         00705 CG as 1.43         3.13         3.13           21%         21%         00707 CG as 1.43         3.13         3.13           21%         21%         00707 CG as 1.43         3.13         3.75           21%	15 15 15 15 15 15 15 15 15 15 15 15 15 1	211%         8         Teknwd         314           20%         14%         1/5         1/2           21%         27%         1/5         1/2           21%         27%         1/5         1/2           25%         21%         1/2         1/2           13         11%         Telcroix         24         3           13         11%         Telcroix         24         3         311           13         11%         Telcroix         24         3         311           13         11%         Telcroix         11/2         1/2         1/2           24%         18%         Journe         1/2         1/2         1/2           25%         18%         Journe         1/7         2/2         1/2	20 211/2 22 - 4 20 211/2 22 - 4 204 23 - 1/2 254 244 26 - 14	16(5 11 Únvient 47 1446 13/2 13/5 - 44 14/4 8/8 ÚnoRtn 35 13 11/8 11/8 - 44 16/2 6/8 USACof 1.80 18/4 18 37 7% 0/2 9/8 + 44
R 6's Bedurit 6 10 17 15 17 17 17 17 17 17 17 17 17 17 17 17 17	Mail State     State     State     State     State     State       State     State     State     State <t< td=""><td>1496 Envirsi 41 2004 Envirsi 52 3.5 1511 2794 Eric71 1.20e 2.1 350</td><td><math display="block">\begin{array}{rcrcrcr} 226U_{2} &amp; 2576 &amp; 24 &amp; + 40 \\ 255L_{2} &amp; 2474 &amp; + 40 \\ 1754L_{1} &amp; 17640 &amp; 17640 &amp; - 44 \\ 1764L_{1} &amp; 17640 &amp; 17640 &amp; - 44 \\ 1676 &amp; 1676 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 17676 &amp; - 176 \\ 1764L_{1} &amp; 1540 &amp; 1764 &amp; - 14 \\ 1764L_{1} &amp; 1540 &amp; 1764 &amp; - 14 \\ 1764L_{1} &amp; 1540 &amp; 1764 &amp; - 14 \\ 1764L_{1} &amp; 1264 &amp; 1764 &amp; - 14 \\ 1764L_{1} &amp; 2576 &amp; 2576 &amp; - 14 \\ 1764L_{1} &amp; 2576 &amp; 2576 &amp; - 14 \\ 1764L_{1} &amp; 2576 &amp; 2576 &amp; - 14 \\ 1764L_{1} &amp; 2576 &amp; 2576 &amp; - 14 \\ 1764L_{1} &amp; 2764 &amp; 2764 &amp; - 14 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; 1376 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1776 &amp; + 1766 &amp; + 16 \\ 1764L_{1} &amp; 1766 &amp; + 1666 &amp; + 1</math></td><td>13%         3         InBCRIS         100           22%         100         InClin         333           35%         23         InDORFA         27           15%         7%         InGrame         77           21         14         InKitrey         424           15%         7%         InGrame         77           22%         144         InKitrey         424           15%         7%         InKerne         77           6%         5         IAP         447           17%         7%         InKerne         176           13%         Intelect         176         176           13%         10         Intelect         176           13%         10         Intelect         77           14%         11%         11%         77           14%         10         11%         77           14%         10         11%         77           14%         11%         11%         77           14%         10         10         78         10           11%         23%         10         242         251           11</td><td><math display="block">\begin{array}{cccccccccccccccccccccccccccccccccccc</math></td><td>B4 494 OchBA St 1 50 22% 22% OchBT B JU 1 63 47% J7% OthTP 191 75 44 22% 13% OwnMr J4 1.8 79</td><td>394 394 29 + 44 20 194 20 + 4</td><td>174         4% TBCs         94           174         18         74         9           174         18         TCF         4451           174         18         TCF         218           174         18         TCF         218           174         18         TCF         218           174         18         TCF         218           174         18         TCF         200           4         4%         TPLE         13           1854         7         TSO         30           1955         TCF         30         30           1955         TGO         30         30           1955         TGO         30         30           1795         5%         TCHON         307           1795         5%         TCHON         307           1795         5%         TCHON         307           1795         5%         TCHON         307           18         Teknord         114         1221           18         Teknord         37         1221           244         18%         Teknord         177</td><td><math display="block">\begin{array}{c c c c c c c c c c c c c c c c c c c </math></td><td>834 412 VH7 75610.3 9 22 712 714 714 14 34 VH7 w1 150 150 15 16 16 164 105 8 VST 1.10e10.7 8 43 1624 164 164 175 5 VTX 5 VTX 5</td></t<>	1496 Envirsi 41 2004 Envirsi 52 3.5 1511 2794 Eric71 1.20e 2.1 350	$\begin{array}{rcrcrcr} 226U_{2} & 2576 & 24 & + 40 \\ 255L_{2} & 2474 & + 40 \\ 1754L_{1} & 17640 & 17640 & - 44 \\ 1764L_{1} & 17640 & 17640 & - 44 \\ 1676 & 1676 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 17676 & - 176 \\ 1764L_{1} & 1540 & 1764 & - 14 \\ 1764L_{1} & 1540 & 1764 & - 14 \\ 1764L_{1} & 1540 & 1764 & - 14 \\ 1764L_{1} & 1264 & 1764 & - 14 \\ 1764L_{1} & 2576 & 2576 & - 14 \\ 1764L_{1} & 2576 & 2576 & - 14 \\ 1764L_{1} & 2576 & 2576 & - 14 \\ 1764L_{1} & 2576 & 2576 & - 14 \\ 1764L_{1} & 2764 & 2764 & - 14 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & 1376 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1776 & + 1766 & + 16 \\ 1764L_{1} & 1766 & + 1666 & + 1$	13%         3         InBCRIS         100           22%         100         InClin         333           35%         23         InDORFA         27           15%         7%         InGrame         77           21         14         InKitrey         424           15%         7%         InGrame         77           22%         144         InKitrey         424           15%         7%         InKerne         77           6%         5         IAP         447           17%         7%         InKerne         176           13%         Intelect         176         176           13%         10         Intelect         176           13%         10         Intelect         77           14%         11%         11%         77           14%         10         11%         77           14%         10         11%         77           14%         11%         11%         77           14%         10         10         78         10           11%         23%         10         242         251           11	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	B4 494 OchBA St 1 50 22% 22% OchBT B JU 1 63 47% J7% OthTP 191 75 44 22% 13% OwnMr J4 1.8 79	394 394 29 + 44 20 194 20 + 4	174         4% TBCs         94           174         18         74         9           174         18         TCF         4451           174         18         TCF         218           174         18         TCF         218           174         18         TCF         218           174         18         TCF         218           174         18         TCF         200           4         4%         TPLE         13           1854         7         TSO         30           1955         TCF         30         30           1955         TGO         30         30           1955         TGO         30         30           1795         5%         TCHON         307           1795         5%         TCHON         307           1795         5%         TCHON         307           1795         5%         TCHON         307           18         Teknord         114         1221           18         Teknord         37         1221           244         18%         Teknord         177	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	834 412 VH7 75610.3 9 22 712 714 714 14 34 VH7 w1 150 150 15 16 16 164 105 8 VST 1.10e10.7 8 43 1624 164 164 175 5 VTX 5 VTX 5
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<ul> <li>7 CCC</li> <li>906</li> <li>918</li> <li>23% CLARCR % 18</li> <li>42</li> <li>43% CLARCR % 18</li> <li>44</li> <li>44</li> <li>44</li> <li>45% CW</li> <li>470</li> <li>471</li> <li>46% CLARCR 1222 29</li> <li>413</li> <li>44%</li> <li>44% CLARCR 1222 29</li> <li>413</li> <li>44%</li> <li>44% CLARCR 1222 29</li> <li>413</li> <li>44%</li> <li>44% CLARCR 13%</li> <li>44% CLARCR 146</li> <li>44%</li> <li>44% CLARCR 146</li> <li>44%</li> <li>44% CLARCR 146</li> <li>44%</li> <li>44% CLARCR 146</li> <li>44%</li> <li>44%</li></ul>	40 4045 - 46 399/5 3556 3564 - 146 1196 1355 14 + 56 3575 355 19 + 46 2075	44 Final B 1,47 2,3 41 44 Final B 1,47 2,3 41 45 Final B 1,47 2,3 41 46 Final B 1,47 2,3 41 46 Final B 1,47 2,3 41 47 Final B 1,47 2,3 14 47 Final B 1,47 2,3 14 47 Final B 1,47 2,5 15 47 Final B 1,5 15 47 Final B 1,5 15 47 Final B 1,5 1		11% 5 MC( 15322 84 5% MDT Cp 473	11 10% 10% - 3%	15-91 63/1 Duitstv 54 2094 10 Outste 357		4444 34 140 20 1.320 37 77 774 7 14 10 151 154 174 Wathers 40 14 424 71 154 Wathers 40 14 424 71 154 Wathers 40 14 424 71 154 Wathers 128 74 71 124 274 154 Wathers 128 74 71 124 274 165 14 50 27 61 124 274 Wathers 40 15 246 164 167 Wathers 40 15 246 164 187 Wathers 31 164 216 Wethers 31 154 216 Wethers 33 154 216 Wethers 33 154 216 Wethers 33 154	351 3554 3554 + + 1 274 224 25 + 1 164 254 274 + 1 284 24 25 274 + 1 284 24 25 274 - 1 284 24 25 274 - 1 284 24 274 274 - 1 284 24 274 274 - 1 284 24 24 274 274 - 1 1 284 24 24 274 274 - 1 284 24 24 274 274 - 1 1 284 24 24 274 274 - 1 284 24 24 274 274 - 1 1 284 24 24 274 274 - 1 284 274 - 1 2	1414 12% WinFurn 62 13% 13% 15%
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<ul> <li>27% CF/dBk Las 35 ST 105.1</li> <li>27% CF/Cm3 144 19</li> <li>17% Cerus 147 20%</li> <li>18% Chrmss 72 5 005 24%</li> <li>18% Chrmss 72 5 005 24%</li> <li>18% Chrmss 8 26 143.2</li> <li>18% Chrch 200 14%</li> <li>18% Chrch 3 200 14%</li> </ul>	274-274-14 274 774-274-14-274 31 11 - 34 43	Fig FilmA .14 6 1786 Fig FilmA .13 5 536 111 FilmB .13 5 536 112 ForAm .96 22 3 21 ForAm .96 22 3 21 ForthF .20 7 690 478 Forum s .06 1.1 1942	234 264 254 - 4 274 264 27 + 4 42 42 42 264 284 285	11%         5         AC(1         1522           11%         540         ADT         672           17%         37%         ANIC         1.54         3.4           17%         37%         ANIC         1.54         3.4         1176           17%         17%         ANIC         1.54         3.4         1176           17%         11%         ASCar 5         712         27%         15%         AMIC         4.65           27%         15%         AMIC         ASCar 5         712         23%         5.45         5.45           27%         15%         AMICK         4.65         5.45         5.45         1.65           12%         16%         MACKT         7.55         5.45         1.64         4.64         1.25         1.64         4.64         1.25         1.64         4.64         1.25         1.64         4.64         1.26         1.64         1.64         4.64         1.75         1.64         4.64         1.26         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1.64         1	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	25% 18% RPM 77 10 250 14 5% RoxSys 559 A 270% 13% 70 Reves 189 2% 18 RoxSys 10 23 700 2% 8 RoxYCE 20 23 700 2% 8 Rosing 124 19% 13 Rosing 78 17% 14% RoxAm 258 1.5 154	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	444         34         340         31         120         37         79           2747         7         34         70         151         151           2744         174         153         Worlbro         40         14         624           271         153         Worlbro         40         14         624           271         154         Worlbro         40         14         624           271         154         Worlbro         40         16         624           271         1274         Worlbro         40         16         627         63           2745         1274         Worlbro         40         16         4870         15         264           2734         1274         Worlbro         30         15         264         15         264           1644         1845         Worlbro         331         331         331         331         334         334         344         344         344         344         344         344         344         344         344         344         344         344         344         344         344         344         344         344	351 354 357 + 4 254 224 254 + 16 254 224 254 + 16 254 24 25 + 10 167 160 167 - 17 374 219 374 - 17 274 219 374 - 17 274 219 374 - 18 274 219 374 - 1 110 107 174 - 1 110 174 174 174 174 - 1 110 174 174 174 174 174 174 174 174 174 174	4% 2% XrxCu wrf 7 2% 2% -% 3% -% 7% 1 Yank Co 95 1% 1% 1% 1% -% 9 7% 1 Yank Co 95 1% 1% 1% -%
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#### INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

A LEAF FROM OUR DINING ROOM TABLE! HA HA HA HA HA!!

HOW'D YOU LIKE

DOING

NHAT ?

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HERE IS A LEAF FROM AN OAK TREE AND ANOTHER

FROM AN ELM TREE! THE

NEXT ONE IS A SURPRISE .

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SO YOU FALL! IT'S A HOT DAY AND THAT WATER IS NICE AND

COOL

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THIS IS MY REPORT ON AUTUMN LEAVES ...

E BAILEY

**A** 

GARFIELD

WE'RE NOT WALKING

ON THAT BRIDGE

PEANUTS

### BOOKS

A LIFE IN PEACE AND WAR

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I SHOULD HAVE THOUGHT ABOUT THAT A LITTLE

WHILE LONGER ...

BALANCING OUR BOOKS

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SPLASH!

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By Brian Urguhart. 390 pages. \$25. Harper & Row, Publishers Inc., 10 East 53d Street, New York, N. Y. 10022. Reviewed by Bernard D. Nossiter

F OR much of the past 10 years, reporters and diplomats seeking clues to some glob-al crisis often went to the 38th floor of the United Nations headquarters in New York. They would march past the secretary general's I ney would march past the secretary general s office to the more modest quarters of Brian Urquhart, a tough bright and finmy English-man who ran the UN's peacekeeping. Urquhart has a diviner's knack for essen-tiak. Insuitably he successful his old boss

tials. Inevitably, he succeeded his old boss, Ralph Bunche, to direct the UN's efforts at separating combatants with blue-helmeted troops. This is the heart of the United Nations. Its meager attempts to spur Third World devel-opment, its useful assistance for refugees (outside the Middle East), its sinister efforts to stifle the Western press and all the rest are sideshows. The UN was created to keep the peace. Unhappily, as Urquhart observes in this wise and witty memoir, the UN rests on a political fault. The organization, lacking sovereign power, depends on agreement between the Soviet Union and the United States, an accord that rarely occurs.

that rarely occurs. Urquharf, a scholarship boy at the elite Westminster school and a scholarship student at Christ Church, Oxford, was the second man recruited to the embryo UN in 1945. Uotil Urquhart retired 40 years later, he spent his working life in the UN's secretariat and never lost faith in its potential for good. In this characteristically reasonable, enter-taining and discrete memoir, Urquhart makes a convincing case that UN peacekeeping ef-forts have been more successful than not. Lightly armed international troops cannot and should not stop a Turkish invasion on Cyprus or an Israeli invasion in Lebanon. But the peacekeepers have frequently separated Greek or an Israen invasion in Lecanon peacekeepers have frequently separated Greek and Turkish Cypriots, Indians and Pakistanis, Israelis and Synans, the PLO and Egyptians. The dull conservatives now running the Anglo-American world offend Urquhart's sense gio-American world offend Orquiart's sense of style as well as content. He contrasts Marga-ret Thatcher with her former foreign minister, Lord Carrington, whose "wisdom, common sense and humor provided an excellent foil for the new prime minister." The Reagan election in 1980 meant the UN had been reduced to a

Solution to Previous Puzzle																
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"troublesome sideshow" and also created a major emotional and ideological shift" in U.S. policy toward the Middle East. Its most prove policy toward the value Last is most prost-nent feature has been a mindless support in-almost every Israeli adventure. Although the onhart does not say so, this uncritical way is the United States to sell arms to Iran, a scheme the Onited States to sen arms to iran, a actem pushed by the Israelis. That in turn inspirat Washington's equally heedless entrance that the Gulf War on the side of Iraq.

Plat

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First Gal

"When the United States gets into Middle "When the United States gets into Middle East bargaining," Urquhart observes, "the price of all the rugs tends to go up, and the prospect of a deal becomes more distant."

Bernard Nossiter reported from around we world for The Washington Post for 24 years and served as United Nations bureau chief for The served as Order He wrote this review for The Washington Post.

### BEST SELLERS

The New York Times This list is based on reports from more share 2,000 ho throughout the United States. Weeks on list are not ner consecutive. FICTION PRESUMED INNOCENT, by Scott

-THE FIVE BELLS AND BLADEBONE, by Martha Grimes THE PRINCE OF TIDES, by Pat Conroy NONFICTION SPYCATCHER, by Peter Wright with Paul SPYCATCHER, by reter wagen water Greenerstein IT'S ALL IN THE PLAYING, by Shirley Marchaine THE CLOSING OF THE AMERICAN MIND, by Allan Bloom MAN OF THE HOUSE: The Life and Political Memoirs of Speaker Tip O'Neil, with William Novak ThME FLIES, by Bill Cosby THE GREAT DEPRESSION OF 1990, by Rayi Bain 34 2 23 THE MAKING OF "THE AFRICAN QUEEN," by Katherine Hepburn FAMILY: The Ties That Band \_\_and Gag!, by Erms Bombock CULTURAL LITERACY, by E.D. Efrech 11 3 10 1 5 18 LOVE, MEDICINE & MIRACLES, by

Bernie S. Siegel 11 STRAIGHT ON TILL MORNING, by 7 30 Mary S. Lovell Call. ME ANNA. by Patty Dake and Kenneth Turat. A WOMAN OF EGYPT. by Jehan Sadat AN AMERICAN CHILDHOOD, by An-

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15 THE DIFFERENT DRUM, by M. Scott Peck .

ADVICE HOW TO AND MISCELLANEOUS WEBSIER'S NINTH NEW COLLE-GIATE DICTIONARY, IMerriam-Web-1.10

- THE & WEEK CHOLESTEROL CURE 2 - 13
- HOW TO MARRY THE MAN OF HOW TO MARRY THE MAN OF YOUR CHOICE, by Margaret Ken WEBSTER'S NEW WORLD DICTIO-NARY, ISImon & Schuster) THE 35-PLUS DIET FOR WOMEN, by Jean Perry Spodnik and Barbara Gibbons 3 9 ÷ 17-
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### BRIDGE

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#### By Alan Truscott

hattan and Dorothy Truscott of Riverdale in the Bronx.

Von Zedwitz Double Knock-out Team Championship, which is entering into the 1987-88 season while the 1986-that is numerically equivaleot? 87 contest is still in progress.

As this situation illustrates,

suit, and rested in three bearts when the suit as raised. This was just as well since

there was no way to make, more than nine tricks and even three hearts could have been side spade shift: the defenders would have scored two trainp tricks as well as three tricks in

the black suits. NORTH (D) ▲K4 ⊽967432

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#### **DENNIS THE MENACE**



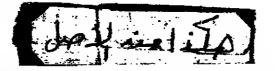
JUST CHASED A CAT THROUGH THE CARWASH !\*







DURACEARNING THAT SCRAMBLED WORD GAME Unscramble these four Jurnbles, one letter to each square, to form four ordinary words. LISEA DURACEARNING TO AND THE SCRAMBLED WORD GAME by Henri Arnold and Bob Les Heslo, Morr I'm coming forme to your-sob	CAN WE TAKE O A 50-MILE HIKE TODAY, JON? CAN WE? CAN	
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chins?

out of Europe

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

### SPORTS

### **Giants Platoon Outfield**, **Brace for Cardinal Speed** In First Game of Playoffs

By David Aldridge Washington Post Service

ST. LOUIS - On the eve of the Jational League championship seround, and although the football ardinals were, few cared. So the in Francisco Giants had Busch racium to themselves Monday, completing a light workout before ame 1 Tuesday night.

Rick Reuschel."

ame 1 Tuesday night. The Cardinals hope to get their The Giants were to begin the running game going. Their speed

#### NATIONAL LEAGUE PLAYOFF PREVIEW

byoffs with center fielder Chili avis (24 home runs, 76 runs batd in) and All-Star left fielder Jefry Leonard (19 homers, 63 RBIs) the bench in favor of Mike Al-rete (9 homers, 51 RBIs) and Ed-ie Milner (9 homers, 19 RBIs),

Manager Roger Craig said he anted Aldrete's and Milner's left-suded bats in the lineup against ght-hander Danny Cox (11-9 and 3.09 earned-tun average). "Al-tete has been playing like heck ad Milner is our best defensive wfadder "Craig said.

theder," Craig said. "I was kind of hoping I'd start," id Aldrete, who hit 325 in 117 mes this year. "It doesn't sur-rise me one way or the other. My b is to read the lineap card. If my

ime's on it, I play."
Leonard was angry. "What do yu want to know?" he challenged porters. "That's it. See you later." "They're all going to play." said raig. "You can't please them all," said. "We started playing good hen we started [platooning]."
San Francisco's starting pitcher as to be Rick Reuschel (13-9, with HE A of 3 (9), whose 12 complete me's on it, I play."

1ERA of 3.09), whose 12 complete

ances, but Reuschel said his arm was fine and Craig didn't seem worried. "He's not a strikeout pitcher," Craig said. "He makes them hit the ball, and sometimes they hit the ball for base hits. But if I had one pitcher in the league to go out and start the playoffs, I think I'm like a

lot of other managers - I'd go with

on the bases is even more impor-tant with singger Jack Clark (35 homers, 106 RBIs) still sidelined with a sprained right ankle. Catchers Bob Brenly and Bob Melvin have the primary responsi-bility of keeping the Cardinal "jack

rabbits," as Brenly called them, from tearing up the basepaths. Vince Coleman's 109 stolen bases dwarfs anyone else's major league total, and Ozzie Smith added 43. And Coleman and Smith love to pull off the double-steal. We've had good success this

season in throwing out runners," Brenly said. "It's not just a catcher's responsibility. It's everyone's. The pitchers and our infielders

have to do their jobs, too." Without Clark, the Cardinals will have to eke out runs as they did in last week's pennant-clinching series against Montreal. Clark pinchhit twice in the final weekend series against New York, but wasn't ex-

Upshaw said he was hopeful that

the two sides could reach an agree-

ment in time to get regular players

on the field for games this week-end, the second in which the own-

ers plan to use replacement players.

He said, however, that would de-

"It depends on whether we reach

the Laid

Keena Turper

"... We don't want free agency."

pected to play for another week. "Hopefully, something will hap-pen so I can play," Clark said after the Cardinals clinched, "and if not, maybe I'll be ready for the Wold Series. I'm just taking it day to day." St. Louis Manager Whitey Herres and 4 shinouts were second-sts in the league this season. The sht-hander has given up 16 runs if 18 hits in his last three appear-If a rather go with nine," he said, If a rather go with nine," he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If a rather go with nine, "he said, If a rather go with nine, "he said, If a rather go with nine," he said, If a rather go with nine, "he said, If



Will Clark, the heaviest hitter in a powerful Giant lineup.

### "but in this series we're going to need a lot of pinch running and pinch hitters with all our injuries." them. But Mitchell said the Cardi-nal pitchers may have more to fear than San Francisco's hitters.

Cox will have to handle a San Francisco lineup that hit 205 homers (second in the league) and gets pow-er from the sextet of third baseman Kevin Mitchell, first baseman Will Clark (a team-leading 35 homers), right fielder Candy Maldonado (20), problems with Tudor."

However, one player representa-tive, Mike Singletary of the Chica-go Bears, said he was "very opti-mistic" he would be back. "Right

now, I think it's happening on both sides," Singletary said when asked

if he thought the union had soft-

out there playing and you know you should be out there it feels a

"When you have other players

The strike itself will probably

present new issues in the negotia-

ened its position.

little bit ridiculous.

tions.

nal pitchers may have more to fear Cox is "a regular pitcher," Mitchell said — "fastball, slider. Not to take anything away from Cox, but we haven't had too much trouble against right-handed pitch-ing. 1 don't think I'll have any

an issue,"

Before the union met in Chicago,

Graeme Somess

rhythms and tempo of play as Souness can.

nation to Scotland's World Cup

efforts. But this artist also has a malign oasty streak, a willingness to wound any opponent in his path. As player-manager at Glasgow

Football

Houst

Visyin

A Bit of Glasnost, Gone Agley in Glasgow mood strikes and cameras are tens of millions of Soviets. More, it One reason was the shrunken around, there is no more charming is justified. playing surface. "We pracoded on LONDON - What, if any, is around, there is no more charming is justified.

sport's role in East-West relation- a face. Last Wednesday he did more to One week ago, Mikhail Gorba-chev addressed his nation on the spread mistrust in the Kremlin than the keepers of the West's nucicar arsenal

price and the pace of change — at the beart of which is glassost. That You think I exaggerate the imsame day, the peoples' soccer champion was kicked and conned pact of soccer?

If sport is but trivia, why are the superpowers so trigger-happy when it comes to boycotting Olympic Under normal circumstances, Dynamo Kiev's elimination in the Games?

And has Gorbachev, a soccer fanatic, been so wrong to subscribe to the bridge-building philosophy of sport?

first round of the European Cup He may be too sophisticated a competition was nothing more politician to bridle openly at the foul play that eliminated the Soviet than a sporting upset. You win some, you lose some. champion, but the seed of mistrust But these are abnormal times. germinated in Glasgow: "The Brit-ish used to be the gentlemen of Gorbachev is trying to sell a revolu-

tion reversing the Cold Warfare (ootball," said Dynamo Kiev's sectaught to Soviet citizens. Glasnost retary, Mikhail Oshenkov. "There is lost if be cannot convince his are no gentlemen at Glasgow comrades that we in the West are capable of sticking to new rules and Rangers new spirit.

And what happens? Within hours of Gorbachev's message, the boot was raked through glasnost for the sake of putting one over on the Soviets alield.

International Herald Tribune

**ROB HUGHES** 

The scoresheet shows the Glasgow Rangers won by 2-0, exactly the margin they needed to overhaul Dynamo's one-goal victory in the first leg.

The stuff of sporting comebacks? Hell oo. The Rangers cynically, brutally

hacked Kiev's star man out of the contest. Worse, they abused the ethic of play by altering the shape of the playing field before kickoff. Kiev was allowed to train on the field the day before the match, to work out its tactics there. And then, with no warning the home side narrowed the width by some 10 yards (9.12 meters) - not against any written law, but an appalling

trick nonetheless. The architect of Glasgow's tri-umph, and of its dishonor, is

As a competitor, he can make the hlood boil. Few men, and only he among Scots, could control the

In former years he orchestrated Liverpool's domination of Europe, gave shape and subtlety and imagi-

footballer of the year, was as calculated as it was predictable. Belanov's pace was stunted by thuggery. Minutes after kickoff, his

er. The Soviet striker hobbled; then John McGregor finished the job. His crudely raised boot came from behind, connecting as flush as an uppercut at the side of the left leg, just below the knee. Belanov, burt, retired.

liant. The Ruskies didn't want to know.

outplayed the Rangers. Yet after goalkeeper Viktor Chanov threw away the first goal with an attempt-ed clearance that rebounded comically off his own defender, Kiev could oot convert class into goals.

ankles were caught by Terry Butch- of the game."

"We only kicked for 20 minutes," said one Glasgow fan. "After measurement. Jan Huijbregts, UE-that, Soumess ran the match bril-FA's Dutch observer, ruled that

Actually the Ruskies at times

That statement will pass among

Sec. 1

The Rangers' physical destruc-tion of Igor Belanov, the European complained Oshenkov.

"Sounces was clever. He used a psychological weapon, and we have learned a valuable lesson. But his methods are contrary to the spirit

Page 19

The methods were on the brink of legality.

Between the training and the playing, the Rangers narrowed the markings by 10 yards to prevent Kiev's wingers from exploiting Glasgow's slow defense.

At halftime Kiev demanded a imoracticable.

After the 44,500 partisan fans had left, Huijbregts conducted a summit.

With Souness and his assistant on one side and Kiev representatives on the other, he measured the width at 64.20 meters (69.7 yards) - 20 centimeters wider than the European minimum.

Souness stood under TV lights. beaming at a victory that gave him "as much pleasure as any I've had in Europe

"We had a wee bit of luck and got away with it against a side as good as any in Europe."

He spoke of needing to ourse a young team" that was learning what Europe's all about.

Such youth! Souness is 35, he has English, Irish and Israeli interna-tionals all over 30, and three other Englishmen in their late 20s.

He seemed to resent the BBC's mentioning Soviet complaints that narrowing the pitch had been "un-British.

"Is that right?" Souness smirked. "No comment, it's no big deal. We have the biggest pitch in Scotland, and like 1 say we're a young team. I felt we could benefit by it."

The Soviets will brood on their lesson

We shouldn't be surprised if, next time around, they revert to the nonsense of delaying visiting teams at airports for hours, sometimes days, to frustrate and unnerve and turn muscles to lead before big matches.

But Souness has his victory. He is Scotland's winner-take-all champion,

Within two days of booting out Kiev, Glasgow paid over £1 million (\$1.62 million) to buy Tottenham defeoder Richard Gough. That brings to £4 million the team-building Souness has managed oo behalf of his Rangers.

It will be "no big deal" to Souness if his successes seem to some of us to stain the fabric of the game

five members of the executive committee of the management council met for 4½ hours in New York. he is cumping, he is hard and he is a moral cheat. Rich and famous Chairman Hugh Culverbouse, through football (and married to a wealthy woman), he is among the Tampa Bay's owner, said management is "willing to go back to the Graeme Souness: A streetfighter in disguise — yet when the of us to stain the fabric of the mood strikes and cameras are around, no more charming a face. smartest dressers in town; a streettable when free agency is no longer fighter in disguise. Yet when the SCOREBOARD

Union Softens Stand, NFL Talks Resuming

Asked if that meant the union an agreement. If we enter into this Powell of the Tampa Bay Bucca-vas dropping its demand for unre-bargaining in the same frame of neers. "They're losing and they incted free agency, Upshaw said: mind we worked last night, we "I think the statement speaks for might be able to do it." Before the union met in Chicago, was dropping its demand for unre-stricted free agency, Upshaw said: NEW YORK — Negotiations in e National Football League ike were to resume Tuesday after a union's 28 player representaitself.... We cannot let one single es at an all-night meeting agreed issue remain in the way of an agreesoften their position on free ment, and I will not let it."

-

Union head Gene Upshaw said sesday morning that be had been contact with the owners' manement council and both sides reed to resume talks immediately an undisclosed location.

John Jones, a council spokes-in, confirmed that Upshaw will pend on the speed-of the bargainet with management negotiator ck Donlan in the first talks since pt. 25, three days after the strike

Commissioner Pete Rozelle said · · was encouraged by the resumpm of talks. "I think pressures are



Management, which was first Selected U.S. College Conference Standings agreeable to a three-year contract to coincide with the television deal, now expected to ask that it be is now expected to ask that it be five to eight years to avoid another strike in less than three years. The union, on the other hand, will ask that the substitute games not count in the standings and that rosters be frozen to reinstate play-trike whose jobs might be taken by burden strike replacements. The meeting, which began late Monday evening, was aimed at ucLA heading off more defections this soft. G Soth\_ CI. week after nearly 90 players watnot crossed union picket lines last weekend to play in the first strike games. As the meeting began, there was a clear division on whether to take As the meeting began, there was a clear division on whether to take the issue of free agency off the table. The owners have insisted that they will only retain the prethat they will only retain the pre-sent system and a number of play-ers have said free agency is not their primary demand. The Dallas Cowboys, for exam-ple, had reportedly voted 20-to-9 to Mas.

 
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HALICON LAG BALTIMORE—Fired Hank Peters, general manager, and Tam Giardana, form system director. Hamed Doug Melvia acting director of minor league operations and scouting,

CHICAGO-Acquired Ed V

BASEBALL

fensemen. Assigned Doop Houda, defense man and Mark Kumpel, right wing, to Adiran dack of the American Hockey Leooue. MIHNESOTA-Sent Jon Casey, goolie; Rondy Smith, center, and Chris Pryor, Jor Grenstrand and Scatt McCrady, a

rting to build on both sides," zelle said. "I understand they e oot going to let one issue stand the way, and that issue would be c agency.

The main sticking point has been e union's demand for unrestrict-If ree agency after four years, with anagement saying it would not sume talks until that issue is opped

And while Upshaw never said it d been dropped, a resolution ap-oved by all 28 player representa-ad: "He [Upshaw] made a comitment to the reps that be would

at let any single issue hold up sching an agreement."

### SPORTS BRIEFS

### Fraf May Be Facing a Sinus Operation

FRANKFURT (AP) - Steffi Graf, the world's top-rated woman mus player, has serious sinus problems and needs an operation, her actor said Tuesday. The 18-year-old West German checked into a hospital in Freiburg

Sonday after canceling an exhibition match in Corsica. Her doctor, seeph Keul, said Graf was suffering from a sinus inflammation.

"We are treating it with medicines, but she should have a sinus persion as soon as possible." Keal told the newspaper Bild. He said the "ming of the operation would depend on Graf's schedule, "but sooner or the she has to go through with it."

#### slanders' Bossy to Sit Out NHL Season

UNIONDALE, New York (AP) — Mike Bossy, the right wing who led "New York Islanders to four National Hockey League championships, monneed Monday he will sit out the 1987-88 season because of a nonic back injury.

"I will approach therapy with the hope of getting back to a normal way I living," said Bossy, 30. "I'd like to be able pick up my kids again. opefully, this will clear up and at some point I'll put on skates."

Bossy, who has abnormalities in the disks at the base of his spine, set an HL record by scoring at least 50 goals in each of his first nine seasons. It back limited him to 63 games last year, when he had 38 goals. He wred the Stanley Cup-winning goals in 1982 and '83 and led the playoffs ith 17 goals in 1981, '82 and '83. He is a three-time Lady Byng Trophy mor for gentlemanly play.

#### 9er Substitutes Trounce Giants, 41-21

EAST RUTHERFORD, New Jersey (AP) - Del Rodgers ran two eds for a touchdown and Mike Wells returned a blocked pum for other as the San Francisco 49er replacements scored twice in a 28cond span just before halftime and went on to a 41-21 National 100 sotball League rout of the New York Giants here Monday night. Only 16,471 fans turned out, the smallest crowd ever to see the reigning per Bowl champions play at 76,000-seat Giants Stadium.

#### Juotable

(1997) - 1997 <del>(</del>1997)

• Minnesota Manager Tom Kelly, on the notion that the Twins signed in Baylor for his experience and leadership during the pennant stretch if the postseason; "I doo't believe much in that leadership stuff. We got (LAT) vior to hit the ball for us."

John Hynes, once cut and now re-signed by the Los Angeles Raiders: the game — how can they talk is a special kind of sinke. It's not like a blue-collar job where you'd be the integrity of the game and the food off some set the integrity of the game and ting food off someone's table. If they've got to eat, they can sell their (AP)"Sches."

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The Dallas Cowboys, for exam-ple, had reportedly voted 20-to-9 to drop the issue, and Keena Turner. San Francisco's assistant player rep, said before the meeting that the 49ers wanted the issue dropped from the union agenda. "I hope we didn't come all the

way across the country for noth-

said Turner. "Our team has ing," de it clear that we don't care about free agency. We don't want free agency

Reggie McElroy of the New York Jets was among those in favor of keeping the issue on the table. "I don't think we should give it up." he The owners, meanwhile, put

team by Wednesday, two days carlier than last week. That action came following one of the worst weekends in NFL history for attendance. The gathering of 16,471 for Monday night's Giant-49er game, the smallest turnout in the 12 seasons the Giants have played in the New Jersey Meadowlands, left the weekend's atten-

dance at less than 26 percent of capacity. In the first two weekends, the stadiums were at close to 90 7. Ohio State (3-0-11 10. Tennesses (4-0-1) percent. The television ratings for Sun-1L UCLA (4-11 day's games weren't off as sharply. But in contrast to most weeks, they fell as the afternoon wore on, presumably as viewer curiosity

dropped off. The union was encouraged by 19. Florida (3-2) the attendance figures and TV rat-ings. "Talk about the integrity of count these games with players who don't matter?" said Marvin

Clemson Wk.Frat N.Corin NC 5t. Mryind Duke Go. Tch Oklahm Nebrask Oklo.St. Calorad Alisaouri Kaneas Kn. St. taw St. EMich W.Mch. Telede Miami Kent SI. B.Gren Ohio U. C.Mich. Ball St. Baylor Arkones Brown College Top-20 Ratings NFL Standings 
 Children
  $\begin{array}{c} \text{renkinest:} \\ \text{Record Pis Pvs} \\ 40-0 & 1782 & 1 \\ 40-0 & 1782 & 1 \\ 40-0 & 1782 & 2 \\ 30-0 & 1712 & 3 \\ 30-0 & 951 & 5 \\ 30-1 & 875 & 6 \\ 41-0 & 803 & 4 \\ 40-1 & 878 & 7 \\ 40-0 & 828 & 5 \\ 30-1 & 775 & 9 \\ 40-1 & 679 & 10 \\ 4-1-0 & 505 & 12 \\ 30-1 & 775 & 9 \\ 40-1 & 679 & 10 \\ 4-1-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 505 & 12 \\ 31-0 & 70 & -1 \\ 32-0 & 154 & 19 \\ 40-0 & 122 & -1 \\ 31-0 & 70 & -1 \\ 31$ The owners, meanwhile, phi more pressure on the players by moving the reporting deadline from Friday to Wednesday. That means that a player who wants to play and get paid for this week-tan's games must report to his the state is a range state and the state is a range state the state is a range state a state is a range state the state is a range state a state is a state is a state is a state a state is a state is a state is a state is a state a state is a state a state is 14. Georgia 17. Svrocuse 18. Fierida 19. Okjeberno St. 20. Arkonsos 3 The UPI board of Cook (first-place votes and records in parentitieses; total points, based on 15 for first place, 14 for second, etc., and last week's rails 1, Okiahama (45) (4-0) 2. Nebraska (11 (4-0)

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L.A. Rolders at Denve

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PITCHERS St. Louis Starters

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St. Lauis Relievers W-L ERA 1P H B8 SO 9-5 246 61.0 52 33 63 11-7 432 1770 189 45 89 0-3 3.02 125.0 127 42 55 0-6 246 942 66 34 72

St. Lauis Relievers

pitching coach! John McLaren, third base roach : Billy Smith, first base coach, and John on, builden instructor, to contracts for BASKETBALL National Basketball Association PHOENIX—Released Ron Singletan, guard, and Breni Counts, Marcel Boyce and

Tim Kuyper, forwords. SEATTLE-Signed Olden Polynice, for-HOCKEY

HOCKEY Notional Hockey League LEACUE—Sussemended Oina Ciccarsili, Minnesota right wing, for three games be-cause of shysical contoct with a linestman during on schubition game. BUFFALO—Reassigned Mikcel Anders-son. Paul Brydges, Jeff Capella, Mike Hart-man, Ken Priestigy and Andy Ristau, for-wards, and Mark Ferner and Bab Halkidis, *detensamens to Rachaster of the American* Hockey Langue. Recessioned Bred Miller, de-tensama, to Regime of the Western Hockey League.

League. WASHINGTON-No OSTROIT-Released Dwight Schoffeld, de- tanl strength coach.

ing, pitch Tran San Olege for a player to be named later. Purchased the contract of Ray Krawczyk, pitcher, from Hawall of the Pacific Coast Leogue, Announced the refirement of Brod Moovell, definiteman. N.Y. RANGERS-Sent Alke Donnetty, left

Transition

N.Y. RANGERS-Sent Mike Donnelly, left wing, and Steve Nemeth, cenier, io Colorado of the International Hockey Leavue, Sent Poul Fentan, left wing, and Jay Caufield, right wing, fo New Haven of the American Hockey plicher, none menor of a terms with Tom AnNNESOTA—Agreed to terms with Tom Kelly, manager, on a one-year contract, SEATTLE—Announced that Dick Wil-liama, manager, will retire after the 1988 soa-

PITTSBURGH-Sent Steve Gunetie, gool-tender: Todd Charlesworth, detenseman; Dwight Mathlasen and Lee Giffith, right wings, and Carl Motosok, left wing, to Muskegon of son. TORONTO—Slaned Jimy Williams, man-over; Cito Gaston, batting coach; Al Widman, the International Hockey League. STLOUIS-Traded Mark Reeds. right

ving, la Hartford for future consider COLLEGE

COLLEGE MIAMI (FIG.)—Named Ken Patrick leter-Im women's basketobli coach. NCAA—Rormend Burse. Kentucky State president, will chair or subcommittee to study teb opportunities for minorities in college atti-

NORTH CAROLIHA-Named Sue Waish

tankavage assistant swimming coach. NORTHWESTERN—Nomed Paul Stevens

oseball coach, OKLAHOMA-Named Coryn Koufman and

SOUTHERN METHODIST

Single athletic director. UCLA--Named Jackle Joyner-Kensee part time women's assistant basketball a

WASHINGTON-Normed Eric Hoh

VIRGINIA TECH-Named Frankie Allen interim bosketball cooch.





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#### INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, OCTOBER 7, 1987

### **OBSERVER Campaign Molehills**

By Russell Baker N EW YORK - When the press people failed to notice that Senator Joseph R. Biden Jr. was out in Iowa using Neil Kinnock's great campaign speech as his own, the campaign manager for Governor Michael Dukakis called it to their attention.

The senator and the governor were competing for the same title - president of the United States and Dukakis's campaign manager obviously wanted to put Biden at a disadvantage.

In this instance the results were extensive. The first was to make Kinnock, leader of the British Labor Pariy, a household name in the United States, When film of Kinnock delivering his great speech in England was juxtuposed with film of Biden delivering the same material in Iowa, the senator was made to seem immature and foolish. Affor a few days of taking the heat, he dropped out of the competition.

Even before this, however, the story was beginning to drift off from reality. This was because of the way Dukakis's campaign manager had called the press's attention to the Kinnock aspect of the story.

One way he could have done this was hy holding a nationally tele-vised news conference. "I regret to point out," he might have said. that the American media have completely failed to notice one of the most interesting things happen-ing in this campaign," and shown the films of Kinnock and Biden both delivering Kinnock's speech.

The campaign manager, whose name is John Sasso, did not do it this way. Campaign managers hardly ever do. For one thing, they like to be known as "behind-thescenes operators," For another, the press is extremely thin-skinned and would probably not take it well if the campaign manager went on TV to accuse it of missing a big story.

Instead, Sasso did what campaign managers almost always do in such cases. He spoke privately to a handful of newspeople, gave them the film material and obtained the "source's" usual pledge that nobody would tell where the stuff came from. The beneficiary news organs were The New York Times, NBC News and The Des Moines Register.

As usual, reporters not favored

by the campaign manager had to produce follow-up stories. The follow-up was obvious to every reporter with two weeks' experience in the trade: find out who had called attention to Kinnock. There were three possibilities, and the first - that a British reporter had wandered into lowa - could be discarded immediately since the story would have surfaced first in

England The second, and really tantalizing, possibility was that the hand of the White House had been at work. Biden, after all, was chairman of the committee handling the Bork nomination to the Supreme Court, and he was against it. Maybe a madman amok in the White House thought that humiliating Biden would help Bork's chances.

In fact, had the White House been behind it, the Bork nomination would probably have been destroyed, which would have made a superb follow-up story.

The dull truth was quickly obvious, however. The deed had almost surely been done by one of Biden's rival campaigners. This was news of the dog-bites-man category. Still, ever since Gary Hart's cruise on the Monkey Business the Democratic campaign has shown a tendency to low comedy which encourages reporters to zealous exertions in hopes of coming up with more thigh-slappers. Inevitably, they uncarthed Sasso.

If you read the political writers you might suppose that steering the press to a good story makes him a well-poisoner. Sensitive to headline hysteria, Dukakis, declaring him-self innocent of intent to damage the Biden campaign, sensibly hesitated a few hours before reluctantly firing Sasso for behaving like a campaign manager.

On TV afterward, the governor borrowed President Reagan's favorite technique for coping with catastrophe: He said that while he knew nothing of Sasso's behavior. as governor he would accept the responsibility for it. After accepting the responsibility, he accepted Sasso's resignation. The governor must henceforth be considered a very senious possibility for president. He knows how to do these

things right. New York Times Service **Toni Morrison and the Terror of Slavery** Secretly - compulsively - sly-

#### By Elizabeth Kastor

Washington Post Service WASHINGTON - For a week Toni Morrison has been away from her home in Grand-View-on-Hudson, New York, talking and answering questions and reading from her work. "124 was spiteful. Full of a hahy's venom," she hegins, her voice soft as a whisper. introducing the first two sentences of her new book, "Beloved" (published hy Knopf in the United States. Chatto & Windus in Britain). The novel, Morrison's fifth, bas re-

ceived exuberant reviews. At a Smithsonian signing, readers - most of them women hold the volume close to their chests like a treasured object. One fan tells her "Beloved" is so pow-erful she could not read it alone; the house had to be filled with people, a comment that reminds the author of her own trepida-

tions. "I had forgotten that when I started the book, I was very frightened. It was an unwillingness and a terror of going into an area for which you have no preparation. It's a commitment of three or four years to living inside because you do try to enter that life."

And the life was a terrible one even to glance at, let alone invite into your mind and house. A Kentucky plantation of the 1850s where the master charts his slaves' "animal characteristics." Families separated, runaways burned to death. Chain gangs, whippings, hangings, guilt, ghosts. And at the center of it all, infanticide: a mother who slits her daughter's throat and is about to kill her three other children, this to "save" them from the slavery she

has just managed to escape. But the true story at the heart of the book, the story of Margaret Garner, who escaped to Cincinnati and succeeded in killing only one daughter before they stopped her, had stayed with Morrison for 10 years after she first read contemporary accounts of the woman's trial for murder. "I thought at first it couldn't be written, but I was annoyed and worried that such a story was inaccessible to art. If I couldn't do it, I felt really sold. In the end, I had to rely on the resilience and power of the

characters - if they could live it all of their lives, I could write it." Before Morrison began the story of the woman who soon ceased to be Margaret Garner and be-came Sethe ("I listen to the characters and ask what their names are, it's a process that is very respectful"), she had been preoc-cupied with "the ways in which women are able to love extremely well, nurture extremely well, and the ways that sometimes also destroys something. "I was thinking about that in

really very contemporary terms. And that led me to think about the ways in which we displace the individual self into the beloved. Sometimes it's children, sometimes it's husbands, sometimes it's careers or what have you And we let the best part of us flourish in something other than ourselves and get completely erased." Once Sethe has been released

from jail, thanks to the influence of some white abolitionists, and has placed a stone over her daughter's grave carved with the word "Beloved," she settles with her three remaining children in the home of her mother-in-law on 124 Bluestone Road outside of Cincinnati, But 124 is spiteful; furniture flies and sad light plays across the floor and baby hand prints appear in cakes. Eighteen years after the act of maternal love and violence, Sethe and her family are still haunted by the 2year-old girl whose throat she slit. When Paul D., a former slave from the same Kennicky farm, appears and exorcises the baby ghost, another presence takes her place, a 20-year-old woman with a

raspy voice and a scar on her throat. She can not explain where

she comes from, and she calls herself Beloved. Sethe and her living daughter Denver know who this girl is. The black women of the town know, too. "I decided she would be two things," says Morrison. "For the characters in the hook, she would indeed be the character returned. decided for the reader she would be a real person, a real character with a life elsewhere. But their desires mesh. Her needs hlend with theirs." Morrison was horn Chloe Anthony Wolford in 1931 to parents who had migrated from not paronizing us. Some people sharecropping in Georgia and Al- sometimes think listening is a pas-



abama to Lorain, Ohio, and for whom pain, storytelling and mag-ic were accepted elements of exis-tence. In "The Binest Eye," "Sula," "Song of Solomon" and "Tar Baby," Morrison's youthful fascination with her family's tales remains. Butterflies and avocado trees express forceful opinions, a woman is born with no navel, a dead child returns, tales and lives are span out in long, fluid senworld." tences that move through history

and even past the grave. "There are more parents who tell their children stories now." she says, "who read to them as a way of educating their children. We didn't hear stories that way. The adults weren't telling us stories, they were talking to each other. We overheard. They were

"I told myself, 'I'm going to free myself, and if I never write another book, it's all right." sive, almost involuntary process. Hearing may be, hui listening isn't. The attention and intellectual activity and participation that you have when you listen to music - that's very complicated. That is what listening to good literature, or speeches or anything, is. too important to do it because I have the time. I prefer to do it when I am unable to avoid it." You're really engaged. It's that quality of listening engagement I would like to return to the print

hle, if not triple, time: editing at Random House until 1983, teach-After graduating from Howard ing and writing whenever she could find the quiet to do it, all and receiving a master's degree from Corpell, she taught at Howthe while raising two sons on her own after her divorce. She now holds the Albert Schweitzer chair ard, and it was there she began to write. "I had nothing left hat my imagination," she has said. "I had at the State University of New no will, no judgment, no perspec-tive, no power, no authority, no self — just this hrutal sense of York in Albany, nurturing several young writers through two-year ellowships that allow them "to irony, melancholy, and a tremput their writing at the middle of hling respect for words. I wrote like someone with a dirty habit. their lives." as she describes it.

### PEOPLE

Finally, she joined a writers

In 1974 came "Sula," a novel

women writers, not only for her

prose but for exploring worlds

1977 "Song of Solomon" won the

book. "I thought it would be 75 or

turned it in to the editor, I said,

Tm very sorry that I'm two years

After "The Bluest Eye," Morri-

son learned that books could be

written only when she was ready.

The process and act of writing is

For years she had worked dou-

Award.

Aquino and Alfonsin Among Nobel Nominees

President Corazon Aquino of the Philippines and President Rafi AL fonsin of Argentina are among of individuals and 31 organization, who are candidates for the 1937 Nobel Peace Prize. Jakob Sverdag the Norwegian Nobel Committee permanent secretary, said in Osis that the group ocid its final meeting Monday to decide the recipient, to be announced Oct. 13. Othen known to be on this year's list are Nelson Mandela and his wife, Wa Netson wanners and its war, war, nie, black civil rights campaigners in South Africa: Terry White the missing British Middle East hostage negotiator: Bob Geidol, the Insh rock singer and organizer of "Live Aid" famine relief for Africa and Kim Dae-jung, the South Kere an opposition politician.

Paul Newman's dream of a came for children with cancer and other life-threatening diseases got a \$5million boost from the government of Saudi Arabia. The contribution will go toward the endowment fand and construction of the camp, e3 pected to open in June in Connecs cut, Newman said. "I hope that we're worthy of your generosity." Newman told Prince Bandar bin Sultan, the Saudi ambassador to the United States, at a Washington press conference. 

In Pittsburgh, the lenor Luciang Pararotti soid he had shed 85 pounds 138.6 kilograms) and planned to lose even more. He said he would like to sing the title role in Massenet's "Werther," but Werther is "a man who is dying for love," the singer said, and it's diffcult to imagine "a chubhy gay like me dying for love, so I have to lose," He declined to disclose his weight, hut said he wanted in lose 25 more pounds.

Π Henry Ford 2d left his "clothing iewelry, club memberships, antomobiles and insurance policies" to his widow, Kathleen DuRoss Fo hut his will filed Monday in Pah Beach, Florida, gives no details on the disposition of his estimated \$250-million fortune. The will also named his widow and his son, Edsel Ford 2d, as his personal representatives, and said that they and unnamed trustees were empowered to handle Ford's business affairs. Ford died Sept. 29.

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